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Charles Sarke

WINNING THE CROSS

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The Entrance to the Beech-Nut Plant

"CONSPICUOUSLY BEAUTIFUL" -A trip through the Beech-Nut Plant-

By Alfred McCann

PURE FOOD CRUSADER

Reprinted from The New York Globe and Commercial Advertiser, Nov. 23, 1915

YESTERDAY I shot up into the country, two hundred miles, and put the plant of the Beech-Nut Packing Company at Canajoharie, N. Y., under the microscope.

The public is entitled to know just what I found in that institution, and I intend to let the facts speak for themselves.

It is hardly necessary for me to inform Globe readers that I have been in more food factories in more states of the Union than any other man in the federal, state or municipal service.

In the first place Congress has not empowered federal inspectors to enter any food factory. When they want to know what is going on inside they are obliged to prowl around and take a peep here and there when a forlorn chance makes such absurd methods of inspection possible.

The State of New York provides absolutely no food-factory inspection. Globe readers know too well what the City of New York has tolerated for years. They may recall that only last week in the Court of Special Sessions a dirty candy factory was convicted and fined \$150 for putting paraffine into the sweetmeats sold to children.

There is a wide difference of opinion in high places as to the conditions found in food factories in general. Dear old Paul Pierce, in a velvety tone, tells the public that everything in the manufactured food line is perfectly beautiful, but then he has never been obliged to obtain evidence that would convict a food faker.

In contrast with his experience I have been mixed up in the conviction of over three hundred such fakers, so there is really some justice for at least a little difference of opinion in these important matters.

State food and dairy commissioners have other stories to tell, but court records that have withstood the scrutiny of jury and judge, it seems to me, provide the best evidence in such affairs.

From my experience I would divide the food manufacturers into two classes, 10 per cent. decent, 90 per cent. indecent. This statement will cause a howl, but that is neither here nor there. Most of my statements do result in howls.

The big point is this: I have always known the Beech-Nut Packing Company to be on the side of decency. Of that I have had so many proofs that I have never bothered about paying their plants a visit.

I confess, however, that I never suspected the extremes to which their decency has caused them to travel. I don't know of any finer exhibit than that which is to be seen at Canajoharie.

I simply cannot conceive of any commercial institution going farther than these people have gone. If I were to attempt seriously to translate my enthusiasm for what I beheld I am afraid that my appreciation of their efforts and of the results accomplished by their efforts would appear fulsome.

Come with me to the delivery of the fresh, uncured bacon, as it is received at the Beech-Nut plant. Let us follow it.

The green bellies are square cut, trimmed uniform in thickness, evidencing a careful, selective process which is satisfied with nothing short of fancy quality. They are all federal inspected before they arrive and another federal inspector receives them.

As soon as they reach the plant they are rubbed with a dry sugar cure and packed, rind down, for from twenty-three to twenty-nine days in as fine a battery of concrete bins, automatically drained, as you or I or anybody will ever see.

After the curing, the hog rinds, which are converted into sausage in every sausage factory in New York City, are sold to leather makers. This fact alone should be significant to Globe readers. The Beech-Nut people could get more money for hog rinds by selling them to food manufacturers. Apparently they do not believe that hog rinds should be diverted from the tannery to the stomachs of humanity.

After the curing the bacon hangs in the smokehouse for ninety-six hours, where it takes on the mixed fragrance of smoldering beech and hickory. After the smoking the bacon is chilled. It then goes to the slicing machine.

From the slicing machines it travels to the packing tables, where a little army of girls place it in jars, which are then capped in a vacuum field and afterward sterilized.

The girls, when they enter the plant, are all subject to medical inspection. They are a happy lot, and know the meaning of a living wage.

Let us go to the jelly kitchen where quince, grape, red and black currant, apple and crab apple jellies are made. The apples are Spitzenbergs. They are quartered by a corps of girls who remove skins, cores, stems and such occasional wormholes and spots as are to be looked for in all apples, even in those which undergo careful selection, and for which high prices are paid.

The apples which I saw yesterday cost the Beech-Nut people \$3.60 a barrel. They buy them in carload lots. They could buy apples for \$1.50 a barrel. The fact that they don't buy such apples tells its own story.

"Why do you quarter the apples?" I asked.

"We object to cooking wormholes and spots," was the answer.

Let us travel with those apples. We see them taken to steam-jacketed copper kettles which are lined with silver to prevent erosion of the copper during the cooking process. Organic acids affect copper and copper in solution is not a good food product, although exposed copper kettles are to be found in every city in the country where commercial food is prepared for the unsuspecting consumer.

The Beech-Nut method of cookery prevents copper contamination. The apples are cooked into a thin sauce and then run through a hydraulic filter press after the filter cloths have been sterilized.

The juice then flows, unsweetened, through glass-lined pipes to the kettles on the floor below, where it is cooked with pure sugar at 219 degrees Fahrenheit for two and a half minutes. That settles the jelly, which is cooled, packed in a vacuum and sterilized while you wait.

How is any man to describe cleanliness satisfactorily? Cleanliness is next to godliness and almost approaches the infinite in its nature. There is simply no beginning or end to the Beech-Nut conception of cleanliness. It cannot be measured. It has no length, breadth, or thickness. It is a condition, not a thing.

I don't care how extreme, or how self-willed or fanatical a sanitarian may be, a visit to the Beech-Nut kitchen will disarm him, for the reason that it has been reduced to the laws which he himself has formulated.

Even the air in the plant is washed and filtered. Go and see the thing yourself. It is a revolution in twentieth century progress.

Take the orange marmalade as a sample of this progress. All the orange marmalade I have ever seen, and I have been mixed up in the making of thousands of pounds of it, has been manufactured from the "Seville Sour," which is the best orange for marmalade purposes.

This orange is usually crushed in Spain under sanitary conditions that we know nothing about, and in the form of a mushy pulp is packed in metal containers which hold five gallons. In this condition it is imported into the United States.

By the time it is ready for the marmalade people the energetic acids of the sour orange have eaten, in some cases, almost through the walls of the container, with the result that the mass is simply polluted with metallic salts of injurious character.

I was about to inform the Beech-Nut people that the one discordant note in their symphony of perfection was their marmalade, when I learned that they do not make it of pulp at all. This was the greatest surprise which I received.

They bring the oranges over from Spain in crates just as lemons are brought over from Italy. That settles the metal business.

If I were given to tears, I could have wept, just a little for sheer joy in the presence of this self-disclosed evidence of decent regard for the quality, purity and wholesomeness of a commercial food product which men, women, and children are destined to eat.

Another extraordinary thing which I found yesterday! The Beech-Nut people have ceased to pack figs solely for the reason that they cannot get the kind of figs which they demand, and rather than compromise with their standards of excellence they have quit entirely as far as this year is concerned.

Smyrna is not sending figs to the United States on account of war conditions.

In the making of Beech-Nut peanut butter we find another significant exception to the rule. I did not want to appear credulous about the statements that they made to me concerning the exclusive use of No. 1 Virginia and No. 1 Spanish peanuts, in the making of their butter. Nuts of such quality rarely find their way into butter, for the reason that the dear people would not know the difference anyhow.

I examined the books of the Beech-Nut people from December 4, 1914, for a period of eleven months. Therefore, I am able to testify on oath when I say that all the peanuts ordered and delivered during that period were specified as No. 1, and were paid for at the price of No. 1.

It's the same story exactly with respect to chili sauce and catsup. The fact that the Beech-Nut people have no use for "Seville Sour" pulp makes them just as much opposed to the use of tomato pulp. In consequence, nothing but the fresh tomato goes into these tomato products. The ordinary method of the catsup manufacturer is to process his pulp and put it away in barrels with benzoate, or sterilized cans without benzoate, until he is ready to convert it into his finished product.

Every law in the land allows this method of manufacture. What shall we say, therefore, of a commercial institution which rises higher than the law and does that thing which the law does not require?

Should I speak frankly about such things? I don't care whether I should or not. I am simply doing it and those who don't like it can cherish their bitterness of heart as long as they have a mind to.

When I see anything as conspicuously beautiful as the Beech-Nut plant I intend to lift my voice and shout.

Adv't



Are You In Love?



"Do you love a beautiful woman?"

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Whom Do You Love?

SOME men love a blonde and blushing debutante with long curly locks. Some women love a brunette artist, writer, or musician, with a pale, porcelain brow and a black, tawny mane. Some folks—nearly all of us in fact—love a smiling old lady, with white hair, a wrinkled forehead and a pair of funny gold spectacles. Some love a wild boy at college; some love a dark little girl at boarding school—while some misguided people spend all the wealth and bounty of their love on a mere motor-car, a stuffy club, a picture gallery, an inbred dog, a gloomy library, or a silly bag of golf clubs.

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"A little dark girl at school"

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ILLUSTRATED WEEKLY NEWSPAPER

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Established December 15, 1855

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"In God We Trust"

CXXII

THURSDAY, JANUARY 27, 1916

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author of "What Happened to Mary?"

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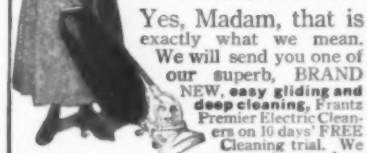
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THE GREAT WAR IN



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WAR BLAST STRIKES BUTTE DE TAHURE

One of the most desperate battles of the world was that waged in the Champagne advance of the French armies last autumn. Some of the severest fighting centered around Butte de Tahure, a position strongly fortified by the Germans. The French swept it with a hail of artillery fire, and rushed it with successive waves of infantry, taking the entire position. Parts of it were lost in subsequent counter-attacks. It is said the bombardment was so severe that the few Germans who survived were nearly all made insane by the concussion. For 72 hours, hundreds of guns poured shells on the defenses.



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ITALIANS ADVANCE A HEAVY GUN WITH UNBELIEVABLE LABOR

The campaign of the Italian forces against the Austrian frontier has been one of the hardest fought of the whole war, and the gains won by the invaders have been at a fearful cost. They have had to advance their artillery over pathless mountains and drag it up sheer cliffs. Fortifications that seemed impregnable have been taken by assault. The Austrians have contested

every inch and while they have been forced back the campaign is still far from a conclusion. The objective of the Italians has been the capture of Gorizia and Trieste, the former being the place actively attacked. Its defense has been highly effective. Neither side reports casualties, so there is no way of estimating accurately the losses, which, however, have been terrible.

VARIOUS ASPECTS

MAKING THE RUSSIANS CLEAN UP

German soldiers in a Russian town, compelling prisoners to sweep the streets. Poland, the scene of almost continuous fighting during the first year of the war, was in terrible condition when finally taken over by the Germans, and their first task was to improve the sanitary conditions of the towns. This work was done under the direction of German medical officers by Russian prisoners of war and citizens. The retreating Russian armies had destroyed both towns and farms and had taken away many of the inhabitants. The Germans have encouraged rebuilding and are treating the Poles kindly.



SCENE OF BRITAIN'S BITTEREST DEFEAT OF THE WAR

A corner of Anzac, the British position on Gallipoli Peninsula, which was evacuated after a campaign that cost, in all, 200,000 casualties and a billion and a quarter of dollars. Anzac was the name given to the strip of beach where the gallant Australian and New Zealand contingents landed under a terrific fire from the Turkish positions. The name was made of the first letters of

the words Australian-New Zealand Army Corps, and will remain in history as a memorial of the thousands of colonial soldiers who gave their lives for the empire. It is admitted that these troops were equal to the best British veterans, but their task was a hopeless one. The withdrawal was the one feature of the campaign that was skilfully handled.

EDITORIAL

LET THE THINKING PEOPLE RULE!

HIGH AND LOW

WHEREVER and whenever living is cheap, labor is cheap. In Oriental countries, like China and India, living is cheapest and wages are the lowest. No American workman would live as a Chinaman lives. On a Chinaman's wages he could not buy one day's meals.

Living is cheapest and wages are lowest whenever we have hard times. The harder the times the greater the urgency to sell and the less the ability of the purchaser to buy. President Harrison never made a truer remark than when he said, "The cheap coat marks the cheap man."

When the cost of living rises, wages rise automatically to meet it, for the workman must earn enough to make a living or else become a public charge. The bread line, bundle day, the soup-house and the almshouse all follow when wages are lowest and when everybody is selling at bargain prices with buyers few.

The thoughtless who were misled by demagogues, after the McKinley era of prosperity, to assail big business, on the ground that it increased the cost of living, now realize their error. While business, big and little, suffered, the cost of living was maintained and it will be as long as wages are maintained. When one drops the other goes with it.

The shippers who joined in the mad outcry against the railroads and demanded lower freight rates, now find the railroads congested with traffic, and shippers are willing to pay any rates for prompt deliveries. They failed to foresee that if the railroads were regulated to death they could not provide the necessary funds for improvements and extensions required for such a season of prosperity as has been suddenly brought to them through the breaking out of the great war abroad, coincident with the harvesting of record crops at home.

Nobody ever gained a permanent advantage by somebody else's misfortunes. Everyone shares in the prosperity of his fellow man. Only the shortsighted fail to realize that a nation is but an aggregation of families, and that family quarrels are as unprofitable as they are unnecessary.

END OF WATCHFUL WAITING

A SHOCK is frequently necessary to awaken public consciousness. The shock that revealed the intolerable conditions in Mexico came from the deliberate and wanton massacre of sixteen American citizens, two British subjects and one Mexican, at Santa Ysabel, Chihuahua, on January 10th. Innumerable outrages against Americans have occurred, and the aggregate of the killings of the past three years mounts high into the hundreds, but this brutal wholesale crime has awakened both the public and Congress to a realization of what we must face in Mexico.

The victims were all employees of the Cusi Mining Company on their way to reopen the mines, under assurances of protection from General Carranza, and it is said that a troop train bearing several hundred Carranza soldiers was within half a mile at the time of the massacre. The murderers are said to be former Villa soldiers led by Villa officers. In broad daylight, about forty miles from Chihuahua city, they took their victims from a train, robbed, stripped and deliberately shot them to death because they were Americans. It has long been understood in Mexico that Americans may be killed with impunity. The recognition of one bandit leader as the head of a de facto government has angered his rival bandits, and it may well be that these sixteen American citizens, traveling on lawful business under assurances of safety, not from their own government, but from General Carranza, were vilely murdered to gratify a spite against the American government.

Whatever the motive behind their killing their blood cries for retribution. The State Department at Washington has called on Carranza to punish the perpetrators of the crime. No one supposes for a moment that he can do so. His recognition as head of the Mexican republic came as the unavoidable consequence of a long series of mistakes on the part of the administration at Washington. It has not brought any benefit to American interests in Mexico. At

THE GREAT PROBLEM OF TO-DAY

BY GEORGE E. ROBERTS OF NEW YORK

MORE than anything else in this country we need a better understanding between capital and labor. The wage-earner must come to see that the problem of increasing production and lowering costs is his problem as well as the employer's. An appeal must somehow be made to his spirit, to his creative powers, which will enlist his willing co-operation and develop his latent capabilities. This is the problem of American industry and American employers are beginning to understand it. We have the highest wage scale in the world and we want it to be still higher, but you cannot make wages higher by increasing production costs. Higher costs and prices simply go around to the rear entrance and settle down on the same premises.

no time has life and property there been generally so insecure as to-day. The fine promises made by Carranza have not materialized. He still sulks about the provinces of his country, afraid to enter the capital to take up the actual work of government. A short while ago he lingered in the very state where this outrage occurred, because he assumed it to be the safest—that is the place where his control was the most complete.

The patriotic spirit shown in Congress over this matter is promising of results. Officious meddling on the part of the United States has had its part in bringing about anarchy in Mexico. Responsibility under the Monroe Doctrine, which the President has just reaffirmed, is also heavy upon us. If the President cannot now see that action must replace watchful waiting, it is the duty of Congress to force the issue. The attitude of Senators Sherman, Gallinger and Borah and Representatives Dyer and Gardner, among many others, indicates that the patience of Congress is at an end.

1916

THE Presidential outlook is clearing. Some things are already settled. President Wilson will be re-nominated. His letter written in February, 1913, before he had taken his oath of office, prevented the endorsement by Congress of the one-term pledge of his party at Baltimore, and left him free to accept his renomination. It is well, for Mr. Wilson is the logical candidate and the campaign will be fought on his record. The Bryan element will not be enthusiastically in his favor.

While party divisions will weaken the Democratic ticket, the action of the Progressive Republicans at Chicago indicates the return of that element to the councils which they abandoned in 1912. The Progressive declaration of principles is a model so far as brevity is concerned. It asks essentially for the things that Republicans generally are demanding, namely, "A constructive Federal regulation rather than the destructive disruption of efficient business organizations, behavior and not size being the test"; business efficiency by a budget system in the Government, an adequate merchant marine, preparedness for self-defense and protection to American institutions and American standards of justice.

This is a good enough platform for any Republican to stand upon. While it does not comprehend all that the Progressives ask, the latter in offering a renewal of allegiance to the Republican party say: "We will not stick on details."

It is also clear that neither of the great political parties in their platforms will make a fight on the business interests of the country. The Department of Justice has recently indicated a change of mind and now Senator Newlands of Nevada, one of the strongest Democrats in Congress, publicly declares some of the new laws of the present administration have been so radical that they will imperil the party's success. Mr. Newlands believes in a non-partisan Federal Reserve Board, in a friendly attitude toward business and greater caution in lowering the tariff. He also opposes the Ship Purchase bill for which he voted under caucus discipline last year.

With a united Republican Party and divisions among the Democrats on the vital issues, the campaign of 1916 will be one of the most bitterly contested since Cleveland's defeat in 1888.

The presidential outlook is clearing—and cheering.

LET THE CHILDREN RULE!

AN Ohio man refused to send his daughter to school because he believed the world was flat, not round.

Union musicians in Trenton, N. J., have entered a protest against permitting the school children's bands to accept engagements.

A thirteen-year-old boy in New York refused to live with his father and left home to seek his own living because the father had married five days after the death of his wife.

A fifteen-year-old pupil in a New York public school, because his teacher punished him, went out, got a revolver, came back and threatened to shoot his teacher dead if he moved from his seat. He was arrested.

A medical journal recommends that school children be put through "nose drills" under a competent physician to show them how to blow their noses properly.

Let the children rule!

THE PLAIN TRUTH

WHAT! Has it become a crime to lower the cost of living? When did the Department of Justice at Washington reach this conclusion? In its action against the Corn Products Refining Company, it was charged that the Company *lowered the cost* of some of its commodities. Heretofore, we have been told the principal purpose of busting big business was to reduce the cost of living. That didn't work very well and now we are told that big business must be busted because it makes prices too low! It is difficult to fool all the people all the time!

ENTERPRISE! It is with pleasure that we call attention to the war pictures on pages 102 and 103 of this issue. They were made in the midst of a battle that cost France 130,000 casualties. The man who took them was wounded and the little roll of film that preserved these remarkable records of one of the world's great battles had a succession of romantic adventures before it eventually found its way to the office of LESLIE'S. It is not often that we can present pictures made under such conditions, for no professional photographers are permitted to enter into the very heart of a battle. LESLIE'S is so well known abroad that soldiers who are fortunate enough to get real action pictures send them to us. In this way invaluable news connections are formed. We now have two volunteer representatives with the French army, one who was recently with the British army in Flanders, and Fritz Arno Wagner, our regular accredited representative in Germany, is with the German army. From Russia we get the wonderful military photographs of Korsakova, while the dean of all war photographers, James H. Hare, is winning new laurels for himself in the Balkans, his work appearing exclusively in LESLIE'S. Donald C. Thompson, another photographer with a war record, is also under exclusive contract with this paper. While the war lasts it is our purpose to give a pictorial record of its most striking and unusual features from all sides and with strict neutrality.

PENALTY! The recent riot in East Youngstown, Ohio, occurred in one of the most populous, prosperous and patriotic states of the Union; a state whose people are well-educated, church attendants, and believers in law and order. Yet, in one day, an infuriated mob swept East Youngstown off the map with pillage and plunder, torch and dynamite, causing a loss of \$1,500,000, beggaring prosperous business men and endangering hundreds of lives. So much for the preachers of unreason and unrest on our street corners. They have been sowing the dragon's teeth among the newcomers to this country until liberty has been misconstrued as license and patriotism thrown into the discard. Press dispatches report that of the 10,000 people in East Youngstown, only 400 are American citizens, and that eighteen different nationalities were represented in the mob. Infuriated by drink it burned and looted property right and left, including the unguarded precincts of the Government's Post Office. Who pays the bill? Not the demagogues who feed the flames of passion. Not the busters and smashers who have been preaching the gospel of anarchy, setting the poor man against the rich and the idle against the industrious, and thus laying the foundation of revolutionary outbursts in industrial centers. The law-abiding tax-payer and rent-payer pays the bill. It seems incredible that the authorities of Ohio could not have prepared for such an outbreak. Preparedness should be the watchword of every state.

THE UNSEEN ARMY

SPIES WHO PLY THEIR STEALTHY CALLING WHERE BIG GUNS ROAR

BY DR. WILLIAM ALDERSON

EDITOR'S NOTE: Like previous articles in LESLIE'S by the same author this is based upon the personal observation of the writer at the front where he was a medical officer for thirteen months.

SPY!! Epithet of contempt throughout the world—and yet—it takes nerve to be a spy—under some conditions. Not the spy who does his work in a neutral country and by means of bombs, reports (mainly untrue), or such methods endeavors to assist the country he claims as his own, but the spy who on the very battle-front takes his life in his hands—and, more than that, knows that if captured he will fill a dishonored and unknown grave—he is worthy of some little praise.

Not until this great war is over—and probably not even then—will it be known how many men and women, on both sides, have laid down their lives in this way in pursuance of what they believed was their duty. And, just as in the War between the States there were men and women spies who today are honored for their services for North or South, so, it is sure, after this war, there will be many who will receive their meed of praise for their work—and its reward.

Tales of the German spy system have been written often; of concrete platforms erected within big-gun distance of every important city of France, England and Belgium; of sign-posts erected along European highways with code signals thereon indicating strategic points, and of the super-spy who with millions at his command bought up the cherished secrets of possible enemy nations. Of these I know nothing, but of the actual work of spies on the front something can be said, as for instance:

NARROW ESCAPE FOR THE PRINCE

About a week after the first big "gas attack" of the Germans on the Western front, H. R. H. the Prince of Wales, came in his motor to the little village of Woesten, about two miles from Boesinghe, where the enemy attempted to break through on their drive for Calais. From the church tower of the village it was possible to view the German lines and, much against the wishes of those with him, the Prince ascended the tower. Only a few minutes were spent in the village and the party quickly drove away, but within five minutes a brisk shelling took place and one shell landed very accurately in the tower where ten minutes before the Prince had been standing.

In the same village, a few days later, two soldiers in British uniforms were noticed going in and out of the church. The village being in the French lines and British soldiers having no official business there, some remark was made and an investigation started. From the tower there was found to be a field telephone line leading to the German trenches! The visits of the men and the discovery of the line all took place within 24 hours so there was little, if any, harm done, but—there is a certain amount of credit coming to the men who took such a chance to do what they, at least, thought was a patriotic duty.

The spies who put on the uniforms of their enemies and thus endeavor to obtain information or do some damage to their opponents are, as a rule, very careful to mingle only with those who will find it difficult to realize that they are not what they seem. Thus, in the French lines the spy wears an English uniform, and in the British zone a French or Belgian uniform is more or less of a passport. When the Belgian Army was uniformed last summer in clothing much resembling that worn by the British many German spies were able to get through the French lines and into the area occupied by General French's forces. This caused the issuance of a general order to the men of the three armies forbidding them to enter the district occupied by the troops of either of the other two nations unless in possession of a pass signed each day by their officer com-

manding. It was, of course, rather a nuisance to have to issue a dozen such passes a day and to have to show your own British Army pass every few

minutes, but it served one purpose in at least stopping for a time the activities of the spies.

CIVILIANS AS SPIES

Not all the spies, by any means, are soldiers who take their lives in their hands and face a disgraceful death by assuming an enemy's uniform, and thus equipped enter their opponents' lines. It is, unfortunately, true so long as a high enough bribe is offered there will always be found men—and women—who will sell their country. So, in many cases on the battle front, French and Belgian citizens were found to be in the pay of the enemy.

It was undoubtedly an inhabitant of the village who gave the news of the visit of the Prince of Wales to the town near Ypres. It was only a few weeks later that the President of France, accompanied by a number of high British and Belgian officials, visited the same village for the purpose of viewing the preparations which were being made to repulse a possible attack. Hardly had the party arrived when word was flashed to the German lines and within 15 minutes shells were dropping all around the President and his entourage. One man was killed and two wounded before the party sought safety in flight.

Probably one of the most daring feats performed by spies was when a score of Germans dressed themselves in uniforms of various British regiments—taken from the dead, wounded or prisoners—and marched boldly into the French lines. When stopped by a French sentry who asked where they were going, the leader—who wore the uniform of a corporal of the Wiltshire Regiment—said they were looking for a bathing place and had been told to take that road. Had it not happened that a British staff officer was passing through the village at the time they would have gone on in safety, but he stopped his car and started to question the corporal. He noticed that the men were wearing the insignia of different regiments and that instead of every man carrying a towel there was only one towel in the whole party and, also, that they carried their rifles and side-arms, which is not usually the case with a bathing party. Passing rapidly on to the nearest post the officer gave the alarm, with the result that the supposed British soldiers were surrounded a little further up the road, disarmed and questioned. When their names appeared in the casualty lists later they were probably marked "Missing."

BETRAYED HER EMPLOYERS

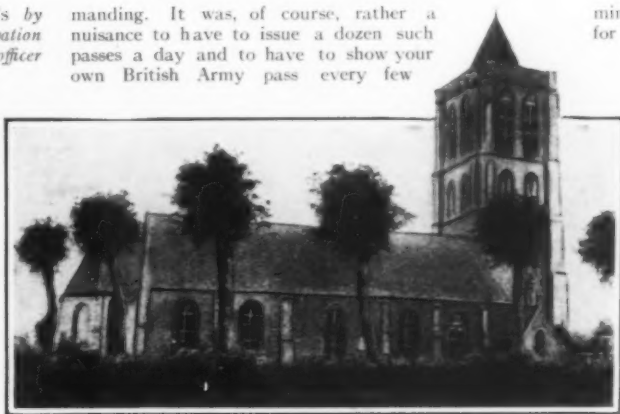
If the Belgians, after the war, ever get possession of a certain servant girl she will not last very long. The story—which is thoroughly authenticated—is that she was for 18 years in the employ of a family in Ostend. When the Germans occupied that city her employers remained there and by means of a wireless outfit installed in the chimney of their house, gave information to their fellow-countrymen at La Panne. A reward of 25,000 francs was offered for information regarding the source of the news

which was going out and—the servant accepted the bribe. The wireless messages ceased and the couple are occupying one grave in Ostend.

At the outset of the war the Allies were what might be termed "super-careless" regarding the possibility of spies getting into their ranks. Now they are just as strong in the other direction and it is practically impossible for even the most harmless civilian to approach the real front, no matter how good an excuse he can give. Red Cross units furnished a great chance for spies until the British government united with the French in suppressing their activities and insisted that they should not get nearer than Calais and Boulogne or, in some special cases, Dunkirk.

For this reason it is true, despite stories to the contrary, that the only Red Cross or volunteer organization within reasonable distance of the real front in Belgium

(Continued on page 107)



CHURCH WHERE SPIES WERE FOUND

It is in Woesten, near Ypres, and it was from its tower that the Prince of Wales viewed the German lines and missed death from a shell by a margin of only a few minutes. Later a German secret telephone system was found in the church. The building has since been totally destroyed by shell fire.



ONLY WOMAN NURSE AT THE FRONT

Miss Elizabeth Vander Ghote, daughter of the Waterworks Commissioner of Ypres was the only woman nurse with the British Red Cross in the Ypres section. She was interpreter for the unit. She is shown standing in front of her demolished home. Her fearlessness was remarkable.

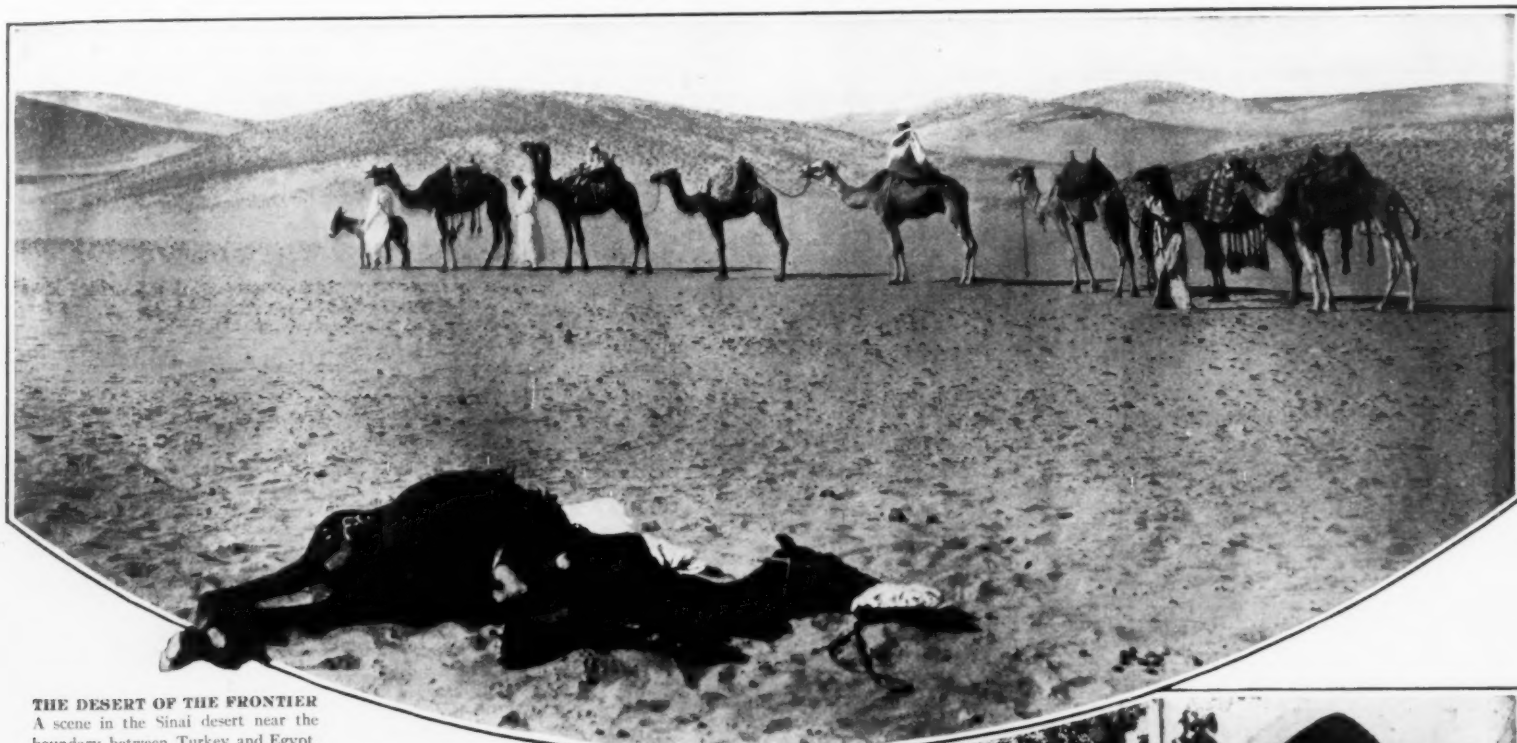


ROYALTY VISITS THE FRONT IN FRANCE

King George and the Prince of Wales, with President Poincaré and General Joffre reviewing troops in France. When dignitaries visit the front their movements must be quick and secret, as enemy spies are likely to reveal their whereabouts and subject them to a furious bombardment.

THE KAISER'S ROAD TO SUEZ

BY LEWIS R. FREEMAN



THE DESERT OF THE FRONTIER

A scene in the Sinai desert near the boundary between Turkey and Egypt. From this point to the canal the only vegetation is an occasional clump of palm trees.



DIFFICULT CONSTRUCTION

Work on the railway that penetrates the Taurus mountains. It is near this point that a tunnel pierces the rocky hills. The Allies do not know whether or not it has been completed.

EDITOR'S NOTE:—Mr. Freeman spent more than a year in Asiatic Turkey and is familiar with the country through which the threatened drive for Suez must pass. Recently he has been in England, where he learned how the Allies regard this menace to Egypt and India.

THAT keen military student, the late Homer Lea, always maintained that India was necessary to the existence of the British Empire, and that with India cut off that empire would quickly die like a tree whose tap root had been severed. While this view—it is still held in Germany and even outside of the Central Empires—is somewhat extreme, there is no doubt that the cutting of the Suez line of communication to India,

(Continued on page 106)



MEN WHO DO THE FIGHTING

Turkish soldiers in barracks near Damascus. It is reported that the Turks are massing 350,000 men under German leadership for the Suez drive. It is assumed that some German soldiers will accompany them.



THE FRENCH-BUILT ROAD THAT WILL CARRY THE INVADERS

The station at Ramleh, reported to be the junction point on a new strategic line the Germans have put through from Narfa to Beersheba, giving them two lines of approach to Sinai, the other being by the main line of the Hedjaz railway from Damascus to Medinah. The construction of this line has been shrouded in mystery and the outside world does not know whether it is completed or not.

WOMAN'S WORK IN WAR

THEY MAKE WEAPONS AND URGE MEN TO FIGHT WITH THEM



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THEIR MOTHERS MAKE SHELLS

Some of the children in a creche in Birmingham, England, that cares for the children of women employed in the munitions factories. The children are bathed, fed and dressed in serviceable clothing for sixpence a day. Only the children of women working on government contracts, and who have no one with whom to leave their children, are received. The work was organized and is maintained by the women of Birmingham.



APPEALING FOR RECRUITS

Women have taken a prominent part in getting volunteers for the British army, not only by shaming slackers into the ranks, but by appeals in public. Miss Marie Somers, a Belgian Red Cross nurse, was particularly effective as a recruiting speaker because she went through the bombardment of Antwerp and told graphically of the horrors of that time. She is shown addressing a meeting in Trafalgar Square, London.

JANET B. CROKING

THE TREND OF PUBLIC OPINION

BY CHARLTON BATES STRAYER

QUARRERING OVER PREPAREDNESS

WASHINGTON'S advice against "entangling alliances" with foreign powers, which, throughout our history, has been a national tradition, has been challenged by ex-President Taft, who declares that the change in world relationships and conditions justifies a different policy. Mr. Taft makes this the basis for the United States forming with other countries a "league to enforce peace." Dr. Charles W. Eliot, President Emeritus of Harvard, goes a step farther, proposing a naval alliance with all the Entente Powers, and an alliance for defence with Great Britain and France. Some question whether the attitude of the United States will have any weight at the close of the war unless we are better prepared than at present. "There is nothing inconsistent with our character as a peace loving nation," says ex-Judge Gray of Delaware, "in so strengthening ourselves that we will be listened to with respect when we speak." Major-General Hugh L. Scott, chief of staff of the army, told the House Military Committee at the army bill hearing that in the event of war we must have an army of one or two million men or "accept disaster." The program of Secretary Garrison calls for the organization of a continental army of Federal volunteers, adequately trained and under the direct control of the War Department. General Scott supports the contention of Secretary Garrison that if this plan fails there is no escape from compulsory service. A continental army, it is held, would not interfere with recruiting for the national guard, since the two forces would appeal to two different classes of men. But it is by no means certain that the Administration will be able to put through its national defence program. President Wilson is planning to make speeches in several cities in order to stir up favorable sentiment, and Secretary Garrison is to do likewise.

Even the President and his Secretary of War are not in entire harmony on preparedness. The Secretary is in favor of universal service as a "sound principle of democratic government." Representative Hay of the House Military Committee, who has come out against the Garrison plan for a continental army, in the course of a hearing before his Committee, quoted the President as being opposed to any system of compulsory military service. The idea prevails that compulsory military service is an invasion of the personal liberties of the citizen. This view explains the traditional opposition to conscription in Great Britain. On the contrary, as the *New York Tribune* points out, "The principle of universal service is, in fact, a corollary of the principle of democratic equality. If all have equal rights, all must have equal obligations." If voluntary service is the best that can be had, it would be quite as reasonable to have only voluntary payment of taxes. If, on the other hand, the state has the right to tax the property of its citizens for its support and defence, it has the right to demand that all who are physically fit shall come to the country's defence. Switzerland, a nation even more democratic than the United States, has compulsory service, and looks upon this duty to the state as an axiom of citizenship. There may be arguments against the advisability of compulsory service in this country, but the conception that such a system conflicts with democracy is not one of the arguments.

SHALL TRADE WARS FOLLOW PEACE?

IS the world to be plagued with a trade war after the present conflict is over, as frightful in its economic results as the moral frightfulness of the war? The United States is reaching out to get its share of world trade, but Willard D. Straight, vice-president of the American International Corporation, argues well

when he says we must play fair with Europe in accepting the opportunities the war has brought to us. After the war Europe will be on a more highly organized basis than ever before. We must be prepared to meet, on the basis of efficiency, the competition that will come with the signing of peace. The purpose in forming the American International Corporation was to give our manufacturers and contractors the financial backing without which they

cannot take advantage of the unprecedented opportunities offered by South America, China and Russia. The belligerents are not following the same reasonable lines in their plans to capture trade at the close of the war. Great Britain is not only doing all she can to cripple and destroy German finance, credit and trade, which is a legitimate method of war, but plans to continue the same policy when the war is over. Speaking in the House of Commons, Walter Runciman, President of the Board of Trade, said: "We must make it clear that when peace comes we will not permit the outbreak of the economic war which Germany would wage against ourselves and our allies." Mr. Runciman declared, too, that England must keep control of the world's coal and secure control of the oil supply. In a similar way, Germany is negotiating trade treaties with her allies for the economic conflict after the war is over. None of this promises well for neutral powers, nor do neutrals look with favor on this method of warfare. "The war is bad enough," says the *New York Times*, "without being converted into an economic war against the interests of mankind." Great Britain's freedom of trade has been a benefit to the world, and so have Germany's science and organizing power.



WALTER RUNCIMAN

British official who says that Germany must not be permitted to embark upon a trade war at the conclusion of peace.

RIDDING CITIES OF GRAFT

THE misrule of American cities is notorious at home and abroad. Graft is rampant. Political spoilsmen mult our cities and the taxpayers foot the bills. German municipalities, on the other hand, are famous throughout the world for the absence of graft and the efficiency of their administration. There the administration of cities is a distinct profession to which men devote their lives. The administrator who has made a good record in one city is called from a small municipality to a larger one. In this country the weakness in office holding has been political control;

its crime, graft. Great industrial corporations, such as the Standard Oil Company and the United States Steel Corporation, are conducted with an efficiency nowhere excelled. The taxpayers can have the same results in municipal administration whenever they get thoroughly tired of being robbed by the politicians and grafters, and demand municipal reform. An increasing number of American cities are reaping the benefits of administration by managers

chosen because of proved ability to conduct great enterprises. Gaylord C. Cummin, as manager of Jackson, Mich., worked wonders in that city of 35,000 people in one year. Municipal employees were taken out of politics. Property to the value of \$383,000, formerly exempted from taxation without legal reason, was restored to the tax rolls. The poor department was consolidated with the organized charities, with a trained social worker at the head. Rigid milk inspection was inaugurated and sanitary inspection made efficient for the first time. Without raising the tax rate, these and numerous other reforms were inaugurated, a floating deficit of \$20,000 wiped out, the city's net indebtedness reduced \$50,000, and a cash balance left of \$10,000 exclusive of the sinking fund. Proportionate results in large cities would mean tremendous savings to the taxpayers. The report of the first year's work of the central purchasing committee appointed by Mayor Mitchell, of New York City, shows supplies valued at over three and a half million dollars purchased by the committee, in every item of which a substantial saving was effected.

THE WAR'S MOST COLOSSAL BLUNDER

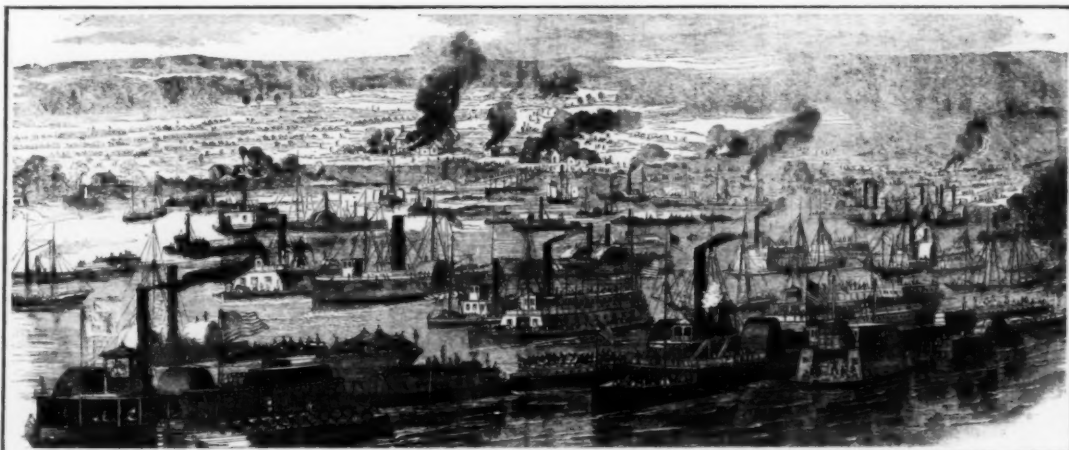
THE abandonment of the Gallipoli campaign by the Allies ends the most colossal and costly blunder of the war. Five battleships were sunk and the killed, wounded and sick totaled 200,000 without a thing gained. The money cost is estimated at \$1,250,000,000. The campaign's most brilliant feature, by a fine irony, was the get-away, only one man being wounded in the final evacuation of the peninsula. The forcing of the Dardanelles and the capture of Constantinople, had it succeeded, might have turned the tide of the war. It would have provided an easy avenue for the shipment of much-needed munitions to Russia and for the exportation of Russian grain. It would have rendered Egypt and the Suez Canal safe from invasion, and early success would have brought the Balkan States solidly on the side of the Allies. The primary cause of the failure

was the initial blunder in sending the fleet to force the Dardanelles without co-operation of land forces. Even after the mistake was recognized, the landing of troops was delayed until the Turks, with the aid of German engineers, had been able to make their position impregnable, while the force sent was at no time adequate. General Ian Hamilton, in charge of the campaign from May until relieved last October, in his report ascribes the failure of the Sulva Bay landing to untied men, senior commanders lacking experience in trench warfare, and more than all else to the failure of the water supply. He cites the inability of the government, last August, to supply reinforcements and munitions for which he urgently cabled. Ellis Ashmead-Bartlett, the English war correspondent who was ordered back from the Dardanelles because he had criticised the operations in a personal letter to the Prime Minister, declares that the entire failure of the expedition rests on the shoulders of General Hamilton and his chief of staff. The British press is severe in its comments. "It is a black record," says the *Morning Post*. "The government would neither reinforce the troops nor remove them." "The men were glorious," says the *Daily Mail*, "but their generals lacked the insight, energy and decision which are the divine parts of a commander in war."



GEN. H. L. SCOTT

The Chief of Staff of the United States Army who says that 2,000,000 trained men are necessary for an adequate defense.



WITHDRAWING AN ARMY BY WATER IN OUR OWN WAR IN 1862

History repeats itself, we are told, and parallels between the Great War in Europe and the War Between the States are being constantly drawn. The retreat of the Allied forces from Gallipoli naturally suggests the withdrawal of General McClellan's army from the Pamunky River during the disastrous campaign in the Peninsula of Virginia in 1862. One of LESLIE'S artists recorded this dramatic event in a magnificent drawing, here reproduced.

WATCHING THE NATION'S BUSINESS

BY THOMAS F. LOGAN, LESLIE'S WEEKLY BUREAU, WASHINGTON, D. C.

FAIR PLAY FOR RAILROADS

IT was logical that President Wilson should reappoint C. C. McChord, whose term as a member of the Interstate Commerce Commission expired recently. Mr. McChord stood for fair play to the railroads in their recent applications for a five per cent. increase in freight rates. Once he acted with the minority in dissenting from the decision denying an increase, but later on he stood with the majority in granting the increase. Nevertheless, Mr. McChord, apparently, is in sympathy with the general policy of the Commission which, of recent years, has been decidedly hostile to proposals for broader methods of financing the needs of the railroads. So long as the Commission's policy remains as it is at present the members must be judged individually, and by this test Mr. McChord appears in a favorable light. Senator Newlands of Nevada recently proposed a bill to carry out President Wilson's suggestion for a general inquiry into the laws regulating the railroads, to determine whether a more liberal policy should not be adopted, but apparently nothing will be done by the Interstate Commerce Committee of the Senate until next December. In the meantime, it is expected that President Wilson himself will evolve some method whereby the railroads can be given a "square deal."

OUR NEWEST CITY'S TROUBLES

MORE than 1,500 men who have been engaged on the work of constructing the Government railroad in Alaska have recently been ice-blocked in Anchorage. Thousands of tons of freight bound for Anchorage have been halted at Seward. As a result, the wisdom is questioned of establishing a city at a port that is ice-bound more than half of the year. It was the Government that caused a city to be established at Anchorage, and now there are those who are asking whether a blunder has not been made. Secretary Lane of the Interior Department when asked about these various reports from Anchorage, including the report that there has been a water shortage, expressed confidence that these various obstacles, which he described as being natural in the development of such a territory, shortly would be overcome. "The city of Anchorage," he said, "has a water supply provided by the Government for the use of our railway. We have had some difficulty over lands up stream. I hear of no water shortage now." Mr. Lane also expressed his confidence that in the ultimate development of Alaska the wonderful water powers of that section can be used for the manufacture of nitrates.

REDFIELD PREDICTS SLUMP IN EXPORTS

IN a memorandum to the President, on prosperity, Secretary Redfield of the Department of Commerce says that "it is alike impossible and undesirable" that the present great export trade, amounting to more than \$5,000,000,000 in one year, should continue after the war is over. The nations of Europe, he says, are now spending their capital in the United States and the drain upon them cannot continue. But he looks for prosperity to continue in a smaller degree as a result of purchases to be made by Europe in the reconstruction processes and domestic purchases of domestic products. In his memorandum he refers to "the false doctrine of American inability to compete and the provincial dread of transactions outside our own borders." He adds that if this "false doctrine" continues to control American enterprise the United States may react to its former position of third nation in the exporting business. Thus, by inference, he attacks the protective tariff policy which seeks to protect the \$34,000,000,000 annual domestic trade, arguing that this "false doctrine" will be blamed by the Democratic party for the impair-

ment of the \$5,000,000,000 export trade, which, he says himself, cannot be maintained even under the most favorable circumstances.

WILSON INTERPRETS MONROE DOCTRINE

AT a time when Americans returning from Europe report that the United States has not a single friend among the European belligerents, President Wilson comes forward

country into a state of preparedness were it not for the aid of Republicans. No longer is Bryan working in the background. He is out in the open, and he recently wrote a letter to Representative Sherwood of Ohio congratulating him upon his speech in the House denouncing preparedness and referring to the President's change of front in a sarcastic manner. "Allow me," said Bryan, "to congratulate you upon your speech. It hit the mark and was an excellent opening of a campaign which will end in defeat of the plan to increase the army and navy. I wish you would send me a copy to the *Commoner* at once, so it can be inserted in this month's issue. I am glad to see them discussing the proposal to prevent Americans riding on belligerent ships. I have sent Kitchin a copy of the editorial which will appear on the subject." Friends of Bryan recently sounded Champ Clark on the question of running as a candidate against Wilson. Mr. Clark brushed the suggestion aside. He wants to have nothing to do with Bryan, who, although pledged to him at Baltimore, brought about his defeat. Nevertheless, Bryan, working upon a natural dislike of the

Democrats for the taxation programme which accompanies increased national defense, is making such headway that the Administration is alarmed.

A SAILING CHART FOR BUSINESS

IF the Chamber of Commerce of the United States had not already established for itself a firm place as an American institution, its one act of enterprise in getting a legal opinion from the Attorney General of the United States on what business men may do with safety, would have been sufficient to fix the Chamber's excellent status. Business men have had to rely upon their own lawyers to tell them whether their enterprises were legal or illegal under the Sherman law. Frequently they were told what they might not do, but never were they told what they might do. The Chamber of Commerce has obtained a definite opinion on this subject from the Attorney General, and it will serve to clear up much of the confusion in the minds of business men. According to his official opinion, persons entering into transactions in good faith and having cause to believe them lawful will not be criminally prosecuted, but if their business be found violative of the law they will be given opportunity to readjust, in conformity with the law, without legal proceedings unless consent decree in a civil suit is desired. The Department of Justice intends to give substantial recognition to the provisions of paragraph E of section 6 of the Federal Trade Commission law, which authorizes the Commission, "upon the application of the Attorney General, to investigate and to make recommendations for the readjustment of the business of any corporation alleged to be violating the anti-trust acts, in order that the corporation may thereafter maintain its organization, management and conduct of business in accordance with law." In cases as to which both the Department of Justice and the Federal Trade Commission have jurisdiction, such, for example, as those arising under the Clayton act, the Department will await the conclusion of the Commission's proceedings as to any matters into which the Commission's jurisdiction is first invoked. It is probable that the working arrangement between the Department of Justice and the Federal Trade Commission is to follow along the same lines as have been established by custom, as between the Department and the Interstate Commerce Commission, with relation to the violations of the act to regulate commerce. As a result of that arrangement the Department rarely, if ever, institutes proceedings without the recommendation or sanction of the Interstate Commerce Commission. Should such a policy be carried out in regard to business corporations, it would go far to encourage enterprise and promote prosperity. Business men generally are anxious to conform to the law and need only to be enlightened as to its requirements, not prosecuted.



GOVERNING BOARD OF THE PAN-AMERICAN CONGRESS

A new executive committee has been named to take the place of the board of Americans who had charge of the arrangements for the Pan-American Scientific Congress, which recently closed a successful session in Washington. Representatives of 21 American republics are on the committee. The movement for a closer union of the countries of the New World is making most satisfactory progress.

with a new interpretation of the Monroe doctrine. Under the agreement which the President is anxious to conclude with the South and Central American Republics, the President says that each nation in the Western Hemisphere will guarantee to the others absolute territorial independence and integrity. In his speech in Continental Hall to the Pan-American Scientific Congress, the President explained that each of the Pan-American nations would guarantee to each other arbitration for all boundary disputes. They would agree to handle all disputes arising among them by patient, impartial investigation and arbitration, and they would also bind themselves to a promise that no revolutionary expeditions shall be outfitted or that they would permit the shipment of any supplies to revolutionists in neighboring states. It will be interesting to note whether this new interpretation of the Monroe Doctrine, which means that all the Pan-American Republics shall stand together, will have the slightest effect in the future. Certainly it is doubtful whether there could be any joint defensive program against any European nation. The whole point to the Monroe Doctrine has been that the South American nations are unprepared to defend themselves and the United States felt bound to provide defense for them. So far as the Western Hemisphere is concerned, the United States probably will continue to stand alone, and while Europe dislikes the United States at the present time, probably all the belligerents may take a different view when the war is over.



CHAMP CLARK

Speaker of the House of Representatives, who has rejected advances for a political alliance with Bryan.

BRYAN SUBMARINES WILSON'S PROGRAMME

ODDS are being waged in the House of Representatives that when the final test of strength is made between Colonel Bryan and President Wilson the former will be found in control of the majority portion of the Democratic party. Bryan's headway with the Democratic members of the Senate and House is little short of remarkable. He is gradually weaning the Democrats away from the programme for adequate national defense, and it is now known definitely that there would be no chance at all of putting the



CHARLES C. MCCHORD

Whose reappointment to the Interstate Commerce Commission indicates a fairer spirit toward the railroad interests.

SERBIA'S MISERABLE MILLIONS

BY JAMES H. HARE, STAFF WAR PHOTOGRAPHER FOR LESLIE'S



AN AUSTRIAN PRISONER ON RETREAT
He is washing his dishes—all that he has being one tin can. Thousands of prisoners of war were driven ahead of the retreating Serbian army and it is reported that many died by the way.



TWO WHO ARE TYPICAL OF THOUSANDS
These old women were photographed in Monastir, whither they had fled from their home village far to the north. They had lost everything they owned but one small cat, which they were caring for most tenderly.

Saloniki, December 16, 1915

THE Albanian trail, the route taken by British and American refugees and the various units of Red Cross Societies comprised of doctors, nurses, sisters, etc., bids fair to become one of the most notorious, even in this age of hardships and sufferings. Dr. Edward Stuart, head of the American Sanitary Commission, and wife passed through Monastir a couple of weeks ago, a day or so ahead of his confrères, and told of the hazardous trip they had made. Mme. Grouitch followed with an official party of Serbian Ministers and told of the shortage of food. They were empowered to commandeer victuals for their party but found the greatest difficulty in obtaining any, and when they offered to pay laborers and coolies for their services in money, were told it was bread that was needed, not money. Yesterday I met Dr. Landerborough Findlay of an English Red Cross unit who had traveled from Pirot in Serbia to Nish, thence to Mitrovilka and Dibra and Monastir over the trail. From Mitrovilka most of the trip had to be made on foot. He with his wife, Lady Sybil Findlay, and 16 nurses of the staff went on ahead of the men in the party and managed to buy up some donkeys to ride over the mountain passes of



ARMENIANS SEEK REFUGE IN GREECE
These are Armenian fugitives at Saloniki, where they mingle with the thousands of homeless wanderers from Serbia. The Greek government did much relief work among these unfortunates and the Allies, through their army organization, are feeding many thousands.

Albania, but the poor beasts were in such wretched condition for want of food that they could not be induced to carry the women and finally had to be abandoned.

A wonderful journey it must have been. The first day 10 miles was covered on the almost impassable trails. Dr. Findlay says he has roughed it all over the world and has hunted big game in Africa and elsewhere, but never has he seen such conditions. Men, horses, oxen and donkeys were lying dead in the roadways. He states that Serbian soldiers and Austrian prisoners would cut flesh from dead horses and cook and eat it. The second day the party marched 23 miles from 5 a. m. till 10 p. m., but it proved to be so exhausting to the women that next day only seven miles was covered and the fourth day had to be one of rest as blisters were developing on the feet and the want of proper nourishment was telling on them. But on the fifth day another start was made and 16 miles covered by night. They started each day at five in the morning, hoping to end the walk by nightfall, but darkness usually found them far away from any town and it was late at night always before they found any place to sleep in. Finally with a 15-

(Continued on page 107)



THE FLIGHT FROM MONASTIR
Refugees escaping from the threatened city of Monastir. Railroad facilities were insufficient and thousands walked over the rough roads all the way to Saloniki. The people in the photograph are foreigners on their way from the interior of Serbia.



ALL THE HOME THEY HAVE
Homeless ones making themselves comfortable in Saloniki. They are more fortunate than most, for they have a rug and a few cooking utensils and the soldiers who give them something to eat.

PEOPLE TALKED ABOUT



HOW MANY MILES DO YOU WALK?

Here is Benjamin E. Ericson, a postman of Austin, Tex., with almost 30 years of service to his credit, and who has walked, in the discharge of his duties, over 108,000 miles. He has delivered more than 6,000,000 pieces of mail. He is 71 years old but still vigorous and covers his route twice daily.



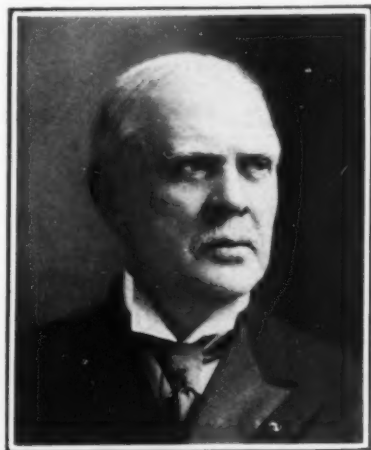
ALL GERMAN EYES ARE UPON THEM

Latest photograph of the Empress of Germany, her daughter-in-law the Crown Princess Cecilie, and the four sons of the Crown Princess. The latter are Prince William Frederick, standing between his mother and the Empress; Prince Louis Ferdinand, next to him; Prince Hubert, leaning against his mother; and Prince Frederick. Owing to the persistent reports of the serious illness of the Kaiser, the Crown Prince and his family are much in the public mind, both in Germany and elsewhere.



BULGARIA'S BEAUTIFUL PRINCESS

The Princess Eudoxia in the Macedonian national costume. Macedonia has been a disturbing factor in the Balkans for generations. It was a quarrel over Macedonian territory, taken away from Turkey, that plunged Bulgaria and Serbia into the Second Balkan War, with its disastrous after effects of the past year.



HE WON BRYAN'S COMMENDATION

Isaac Sherwood, of Ohio, the only general of the Union army in the War between the States to hold a seat in Congress now, made a vigorous speech against increasing our army and navy, which won him a letter of praise from the former Secretary of State. He denounced as idiotic the idea that any European nation would be able to attack the United States at the close of the present war, and characterized the cry for better defenses as "hysteria." General Sherwood fought in 42 battles. He is now 81 years old.



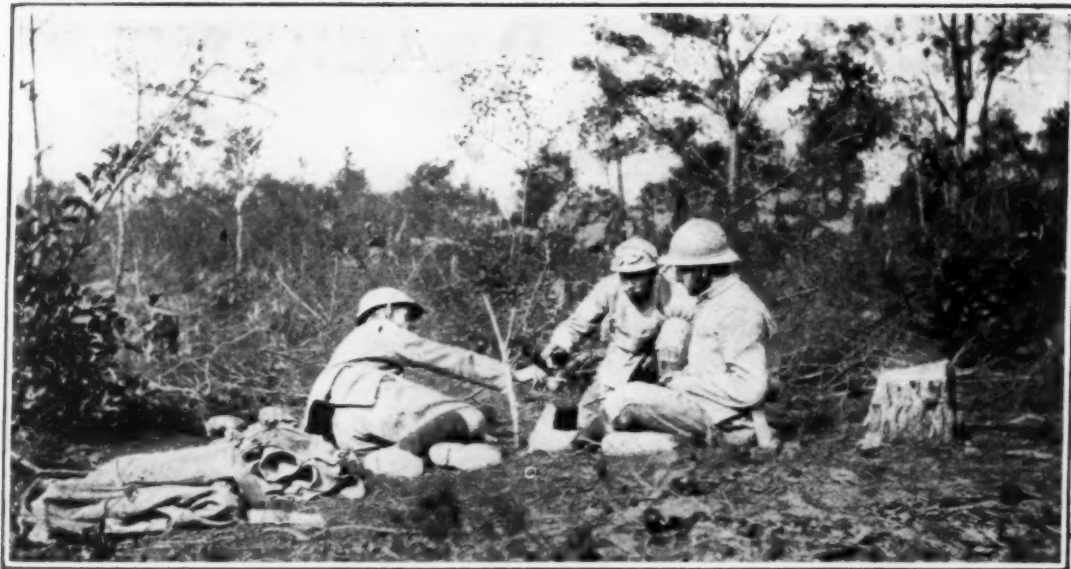
FAIREST OF THE ARGENTINES

Senorita Cora Ambrosetti, daughter of Dr. Juan Ambrosetti, one of the delegates from Argentina to the Pan-American Scientific Congress, accompanied her father to Washington, where she has been one of the belles of the social side of the congress.



JOHN DICKS HOWE

President of the Mississippi Society of California and the Dixie Club of San Francisco. He is the expert photographer who furnished the first pictures of the earthquake and fire that occurred in San Francisco in April, 1906. These pictures appeared exclusively in LESLIE'S.



INTERRUPTED BY A SHELL

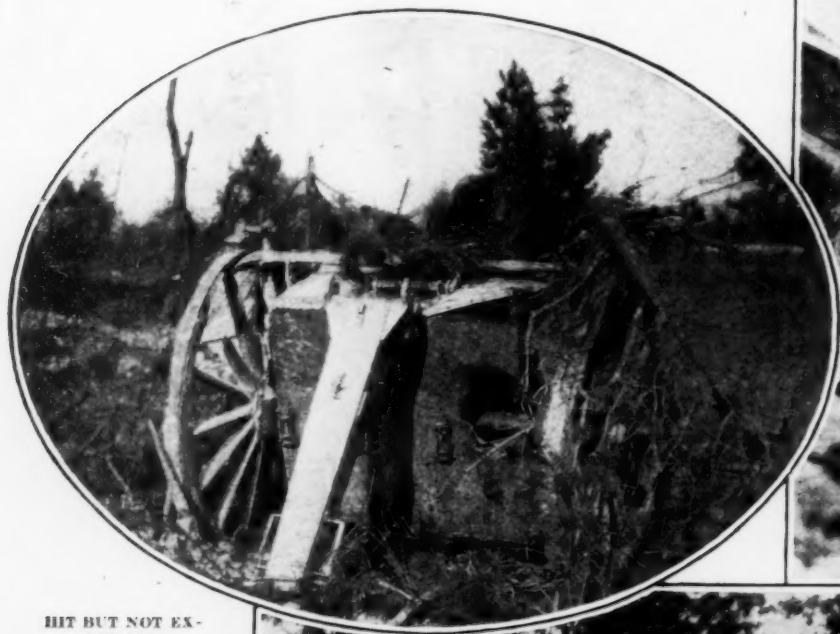
"On the second day of the advance," writes our photographer, "we had a rest while the artillery was blowing up the barbed wire. We were not allowed to build fires in the open but could go into a little strip of woods to do our fancy cooking. This particular party of three

Americans was broken up by a German 210-millimetre shell that landed just behind us and buried us with dirt. It looked as if more were coming so we had to gather up our toast and coffee and run for the shelter of the nearest trench."

ON THE FIRE FOR FRANCE

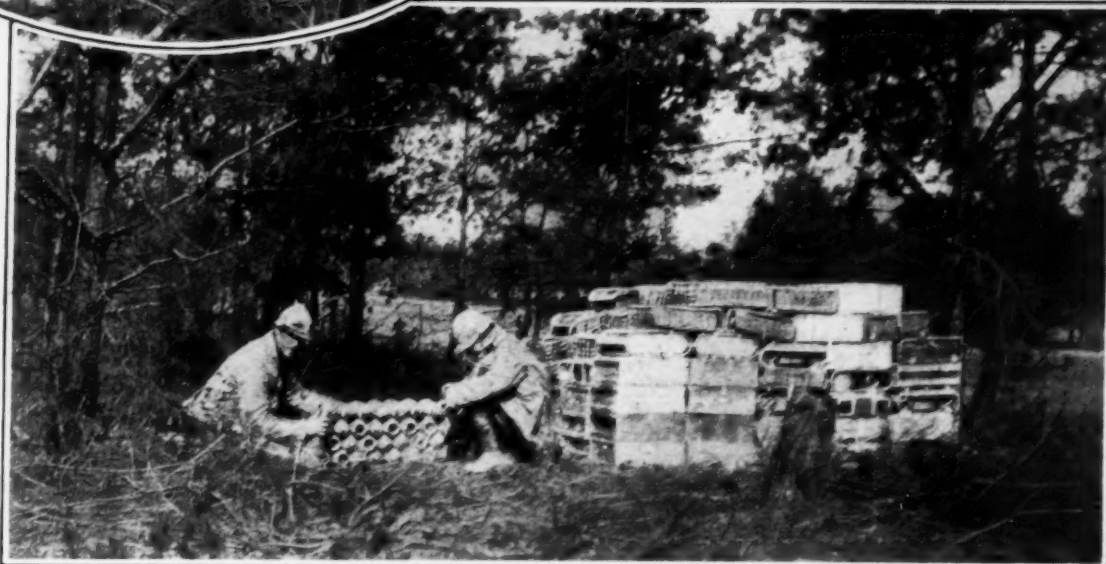
PHOTOGRAPHS MADE IN
BATTLEFIELD EXCLUSIVELY

BY F. W. ZIMMERMAN



HIT BUT NOT EXPLODED

"One of the most remarkable things about high explosive shells is their absolute safety," says our correspondent. "They simply cannot be exploded unless the little safety cap is adjusted. Here was a whole caisson of them, a veritable powder magazine, struck by an enemy shell, yet there was no explosion. Some of the shells were cracked open. It seems inconceivable that they could stand a shock like that without exploding."



TAKING CAPTURED AMMUNITION TO A PLACE OF SAFETY

"Our regiment took three depots filled with ammunition for the German 105s," says our representative. "The Germans knew the exact locations and began to shell them heavily with big guns in the

hope of exploding the ammunition. We were set to putting the shells in little piles in the woods where they were less liable to be hit. One depot was blown up, making a hole as big as a house."

SLEEPING UNDER A TREE

"This picture," writes the photographer, "was made in the Butte de Souain; we had the best of it and had worked into this open about three days beyond. Another regiment took out place line and we had dug ourselves into a shallow trench which protected us from fire expected to make an attack there on the second day and the orders were 'Rest now, it will be before you get another chance will notice a man is curled up in the sand. He has his knapsack piled on top of him as far as possible from the shrapnel. He is wounded. Soon after this picture was taken the photographer was wounded. He writes: 'The day was the anything ever was. They were on the same night I was wounded in the war, who looked after them for me. I almost left them in his sack and the man then to me came down with typhoid. I was in the hospitals and finally caught up here. This incident is a remarkable demonstration of the French system for caring for the wounded. It also shows with what care the pictures were taken for LESLIE'S from the front lines.'"

FIRING LINE FRANCE

DE IN THE CHAMPAGNE
USVELY FOR LESLIE'S

. W. INN



THE SHELL THAT KILLED HIM DUG HIS GRAVE

"Dead men are such a common sight that ordinarily one would never think of taking a picture of them," says the photographer, "but we passed this one as we were going back to bring up some bread and one of the fellows who was

with me, an American, insisted that he looked like a German grocer he had known in New York and asked that I take his picture. He was buried merely by filling in the shell hole in which he lay."



DER A OF SHRAPNEL
the man made it. "was taken on
we had the first line trenches
his spot about three kilometers
iment his place in the first
ourselves, it is sniped out this
protect from the fire. We ex-
ack that in the second defenses
rest not as it will be a long time
or changed will notice that each
he small. He once and that he
on top, to beat him as much
shrapnel as falling overhead."
are was the photographer was
at: "The Germans are hoodooed if
They were on one day and the
ended as to the war. The man
in for me almost before he had
the matter then to immediately
oid. The wind as through four
caught up me here (Lyons)."
arka delusion to the efficiency
or crying wail of the wounded.
at are the pictures are gath-
ron even of the Great War.



COLLECTING DEAD MEN'S RIFLES

"This little pile of guns represents about 200 killed and wounded," says our correspondent. "When a man is hit he loses interest in his equipment and it lies on the ground until the territorials come along

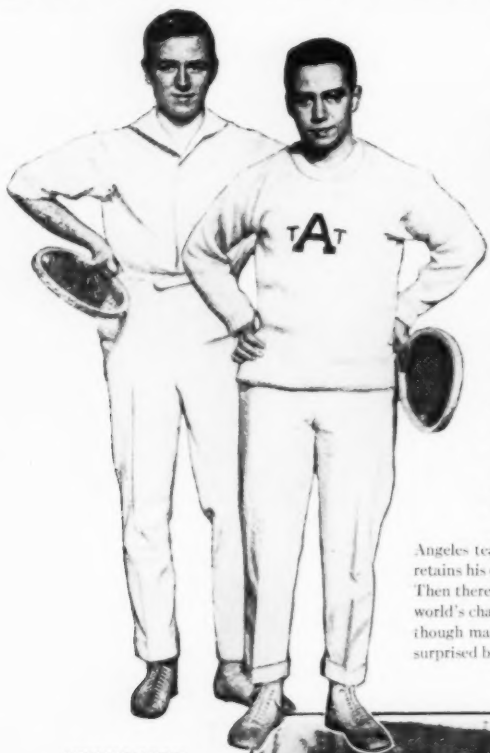
and collect it. This pile represents about \$3,000 worth, almost a total loss, and similar ones were scattered over the Champagne every few hundred yards."

TIME TO HUNT COVER

These soldiers were fixing up a captured German trench to make it defensible from the opposite side, when shells began to break amongst them. Our plucky photographer got a snap of them just as they were starting to run for shelter. It is an axiom of modern warfare to get under cover when the shells begin to fall near by. The power of modern explosives is so great that nothing can stand against it.

SEEN IN THE WORLD OF SPORT

BY ED A. GOEWY (THE OLD FAN)



EAST MEETS WEST AT TENNIS

Elliott Binzen, at the left, is the 17-year-old student at Fordham University who recently won the National indoor junior lawn tennis championship of the United States from James Weber, of Chicago and Andover Academy, photographed with him. The winning score was 6-3, 7-5, 3-6, 6-2. While the winner must be given full credit for a masterly victory, it must be said for Weber that board floors were new to him. The result, however, was a great surprise.



VETERANS IN THE LIMELIGHT

Recognize these weather-beaten faces, don't you? Why, of course. Well, these veteran diamond stars, whose service stripes would make quite a decoration on their uniforms, are the subjects of many discussions by the fans right now, some of the chat concerning their past performances and some their future. Frank Chance (at left), who was king of Chicago's baseball realm in the days when the Cubs were winning various championships, is to don the spangles again. After quitting the Yankees in 1914, when he failed to receive what he considered proper support from the men who then owned the team, he returned to his California fruit farm, stating that he was through with the game forever. But he couldn't keep out of the limelight. The coming season will see him again in harness as manager and part owner of the Los Angeles team, of the Pacific Coast League, and the rooters will watch with interest to see if he retains his old time skill in building up pennant-winning teams.

Then there is Eddie Plank (at right), formerly a star box performer with Connie Mack's one-time world's champions. Eddie tried his fortunes with the St. Louis Federal League Club in 1915 and though many of his admirers believed that he was about "all in" when he left the Athletics, he surprised balldom by finishing the season as the best of the "outlaw" twirlers with this record: innings pitched, 260; games won, 21; lost, 11; average earned runs, 2.01.



BOSTON CULTURE PLUNGES INTO BASEBALL

Did you know that back in the long-ago, when baseball was in its infancy, many quite capable players had just sufficient skill as penmen to make an X when called upon to sign for their stipend? No?

Fact just the same. However, the national pastime has made great strides since those pioneer days and of late years the fans have been quite proud of the fact that every big league team boasted one or more "college men." But the real "high brow" stage was not reached until recently when the Braves, 1915 World's Champions, and one of the 1876 charter members of the National League, passed in the hands of Boston capitalists, including Percy D. Houghton, famous Harvard football coach, whose portrait is here given, and Millet, Roe and Hagan, bankers. It is the first time a large banking firm has taken an avowed active interest in major league baseball. Houghton is a sportsman and a hustler. In his eight years as coach for the Crimson, the eleven won 64 games, lost four and tied five, Harvard scoring 1242 points against its opponents' 172; and from being the annual doormat for Yale and Princeton, the Cambridge team has become the terror of the football world. Houghton also was an able baseball man in college, both as player and instructor. He was a regular on the Crimson nines in the late nineties and was captain of Harvard in 1899. A year ago he coached the Harvard team which won the series from both Yale and Princeton.



HERE'S A "SOMEWHAT DIFFERENT STUNT"

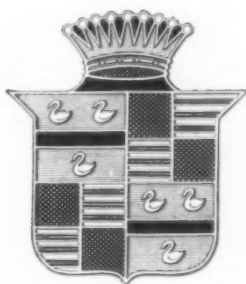
For the ordinary venturer into the realm of winter sports skiing appears to offer all the thrills necessary to keep one wide awake and entertained, but skjoring, also imported from Norway and Sweden, is guaranteed to possess additional elements of excitement. The photograph, taken at Lake Placid, indicates that the chic miss and her escort are enjoying the new sport hugely—but what would happen if Dobbin suddenly became possessed of a notion to endeavor to set up a new unpaced mile record?



NOVEL MANNER OF CHASING MR. REYNARD

While fox hunting in this country usually conforms to the English vogue, that inventive genius which cannot be suppressed in the offspring of Uncle Sam frequently has resulted in some novel changes in this sport. A "hunt" of a decidedly unique character was held recently at Horseheads, N. Y., and though, upon that occasion, Brer Fox escaped with both his life and his "brush," there was all the excitement necessary to hold the attention of the assembled spectators. Two hours before the chase began Reynard, attached to a stout chain, was led over the four-mile course by a circuitous route, the tract being covered with four inches of light snow.

A glance at the photograph to the left shows Mr. Fox ready to be led over the course and would indicate that he is bored extremely by the entire proceedings. The houn' dogs and their owners seen in the other picture, from miles around then assembled, and as there were no restrictions regarding blood or pedigree, the only requisites being long ears and a desire to "hit the trail," the pack was a trifle unusual in make-up. Nineteen dogs were unleashed, and twelve followed the scent back to the starting point in twenty minutes. Cash prizes were given to the animals coming in first, second and third.



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February	Garden Planning Number
March	Spring Gardening Guide
April	Summer Building Number
May	Summer Furnishing Number
June	Garden Planning Number
July	Small House Number
August	The Water Number
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THE KAISER'S ROAD TO SUEZ

(Continued from page 96)

even with alternative routes by the Cape of Good Hope and Panama or Cape Horn still open, would prove a very serious blow to Great Britain. With the road now open between the Central Empires and practically every part of Turkey-in-Asia, the questions, then, which naturally arise are: "What chance is there of a successful Turko-German attack upon Suez, and how would such an attack, if successful, hit Great Britain and her allies?"

About the only thing of which any one outside the German General Staff can be sure of at this moment is that great numbers of Turkish troops have been massed in Northern and Central Syria with the probable object of being thrown against *some one—somewhere*. The tremendous difficulties incident to great campaigns in the Caucasus or Mesopotamia, together with the threat of Germany that the Suez Canal would be cut just as soon as she was ready to do it, are responsible for the very widely held belief that the "somewhere" is Egypt.

Germany turns to Egypt for the same reason that she went to the Balkans—on the chance of gaining there the decisive victory that was denied her in France and Russia, with the added incentive in this instance that, now that the sea-control of the Allies appears unassailable, Suez is the only point remaining where a serious, if not a staggering, blow might be landed upon England. The following dispatch from Rome is fairly typical of the way the situation is regarded in neutral and Allied Europe:

MASSING OF FORCES

"The construction of a railway line from Damascus to the Egyptian frontier has been pushed with extreme speed, there being but 50 miles remaining to build, and this should be finished by the first of February. This railway, which is of double track, is considered by military men as capable of concentrating 500,000 men in a month, together with the necessary supplies and munitions, on the Egyptian frontier. . . . About 300,000 Ottoman troops—commanded and drilled by German officers—have been concentrated between Alexandretta, Aleppo and Homs. Army engineers are laying miles of tubes for carrying drinking water across the desert, and are also providing material for the construction of bridges across the Suez Canal."

Up to about the first of last December a serious move against Suez was generally held in London as a remote possibility, and many there to-day still consider it so. The definite reports of the concentration of really large Turkish armies in Syria, however, have led several of the most conservative students of the war to regard some kind of an attempt to cut the Canal as a very live probability. Among these is the military expert of the *London Times*, who believes that at least four German corps will be sent to bring the already concentrated Turkish army of 350,000 up to a round half million.

Now resisting an attack by 500,000 Turks and Germans upon the Suez Canal would prove a very serious problem to the British defenders. Indeed, I can only think of one more serious; and that would be the transporting and maintaining at fighting efficiency of such an army for such an attack. I cannot think of this threatened attack upon Egypt without recalling the words spoken by that distinguished German engineer, Meissner Pasha, when, in Mesopotamia in 1912, I asked him point blank if he believed it possible to cut the Suez Canal from the East. "It might be possible five years from now, or better still ten," said the famous builder of the Hedjaz and Bagdad railways; "but unless in the interim a double-track railway had been built all the way from Scutari, on the Bosphorus, to the rim of the Sinai Desert, the chances would be very much against it."

IMPORTANCE OF RAILROADS

I may add that, far from the condition precedent stipulated by Herr Meissner having been accomplished in the three years which have elapsed, there is not yet unbroken single-track connection between the Bosphorus and the frontier of Palestine. Up to a few months ago, indeed, there were two breaks—both in Asia Minor—but some time last summer the completion of the great three-mile bore at Baghtche opened the way through the Amanus Mountains. The tunnels in the Taurus range will establish through railway connection between Asia Minor and Syria. According to the best information available the Taurus work is still many months from completion. It is this break in the Taurus—making almost impossible, as it does, the transportation of locomotives, rolling stock and all heavy machinery and structural material to Syria and Palestine—which incline me to be somewhat skeptical of reports regarding progress of construction on either the Bagdad Railway or the several lines which are joined up for the move against Egypt. Moreover, with Turkey cut off from Germany for so long, it is hardly likely that much structural material can have found its way even to the Bosphorus.

If Syria, Palestine or any of the region to the east and southeast of the Mediterranean were self-supporting in the matter of food the difficulty of the transportation problem would be far less acute. As it is, however, all of this country has to import considerable food to feed its own peoples even in normal times, and, agricultural production is now far below the normal. This means that practically all of the food for an army operating against Suez must come at least from Asia Minor if not from Europe, while munitions must come all the way from Austria and Germany. It is this great task which I am strongly inclined to believe the transportation facilities available cannot be made to meet for any length of time. The problem of providing water and light railway transportation in the Sinai Desert is as nothing compared with it.

DEFENSE PROBLEM SIMPLE

On the other hand, Britain's problem of defense is as simple as Germany's problem of attack is complex. For the first time since the war began the former finds herself on the "inner line," and there is hardly another point in the world where she is in a position to concentrate quickly as great numbers of troops as at Suez. With great numbers of men and plenty of heavy artillery available the ideal line of defense would be one stretching about along the Palestine-Egypt frontier from the Mediterranean to the northerly reaching finger of the Gulf of Akkaba. But even the "line of last resort," a series of trench fortifications protecting those parts of the Canal between the region that has been inundated to the north and the Bitter Lakes on the south, would seem to be impregnable against any conceivable attack against them from the east, especially as they will have the support of the heavy guns of monitors—or even battleships—moving up and down the Canal.

When all is said, however, the fact remains that only the Turks and Germans know the actual state of the communications between Constantinople and Sinai, and the latter, at least, will not delude themselves in the matter. There is no doubt that the cutting of the Suez Canal would prove a very serious blow to the British Empire. Getting astride the Canal itself, would close the shorter ship route to India and Australia, but would still leave a fast mail route by railway from Alexandria to Port Sudan on the Red Sea in England's hands. The Suez victory, to be complete, would have to be extended to Cairo, and if the Germans can win the one there will be little to prevent their winning the other.

THE UNSEEN ARMY

(Continued from page 95)

and Western France is a Quaker organization which has established stations right on the battle line in Flanders and a convoy of motor ambulances which operates near Ypres with the French Army and which is known as the "American Ambulance."

When this war is over there will be many tales told of spies and their work which it is impossible to mention at this time. It was not until some months after the war started that Britain woke up to the fact that spies were plentiful in England. Then arrests were made and proofs obtained. At first, names were given when the spies were executed, but now the official announcement is to this effect:

"A spy was executed in the Tower this morning, full proof of his guilt having been presented."

DEATH IS NAMELESS

Asked why this form was now used, a high Government official said: "Just to make it as disgraceful as possible. They don't even get the honor of being martyrs for their country. A spy has no name and so dies without one."

This method has had a back-thrust, though, for when it was announced a short time ago that a man had been executed and his wife sent to prison for espionage, the name of a very noted strong man was given as being the victim. After his lawyers had written to the various newspapers of England demanding the publication of a letter disclaiming the rumors of his execution the talk then was that a noted aviator was the one killed. Again disclaimers were printed and now the report is that it was a celebrated writer of title. As a matter-of-fact, it was a very obscure person who died, but it is possible to find today in England many people who will offer "proof" that one of the three mentioned above was shot in London Tower.

Finally, please don't forget that really neither side uses "spies." After a careful study of the question I have come to the conclusion that the proper definition is as follows:

Spy:—Person employed by the other side to obtain information.

Secret Agent:—Person employed to obtain information for us.

SERBIA'S MISERABLE MILLIONS

(Continued from page 100)

mile tramp they reached Monastir and slept in beds for the first time in 35 days.

Before reaching the mountainous districts they had made pretty good progress on the Serbian roads. Most of their stores and all of their instruments and requisites for hospital work had to be left behind and their few personal belongings were lost by degrees. They started with big Daimler motor lorries, but found it impossible to make any headway, as the heavy cars would mire and refuse to budge and four oxen would have to be requisitioned to augment the engine power and get the trucks started. The natives were averse to allowing their cattle to be used for that purpose, being afraid that some harm would come to the animals and when they did consent wanted extortionate pay. Bread, common rye bread, that did not agree with the digestive organs, was selling at the rate of two shillings and sixpence (60 cents) a loaf.

Dr. Findlay spoke highly of the small American cars which ran rings around the big heavy cars, but even these little cars could not be used over the mountain trails. Good horses or even good donkeys could traverse, but were not to be obtained. As the Serbian army retreated before the advancing Bulgars, with the Austrians in the center and Germans on the east, the conditions got worse instead of better and the Albanian trail will go down into history as one of the horrors of this terrible war.

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The Texan threw up his hands. "Then I've wasted time and money," he shouted. "My letters are *individually typewritten*. Still my customers *don't know the difference*." He bought a Multigraph.

And there isn't any difference—in quality. There's a tremendous difference though, in cost. The figures above are from a Multigraph job-shop. Firms owning their own Multigraphs make much greater savings.

Don't pay five times as much for your form letters as is necessary. Make this test:—

Send out 500 typewritten letters and 500 Multigraphed, with the same text. Put a return card in each. Tabulate the returns.

A hundred to one you'll choose the Multigraph.

Always ready when you want it—operated by any of your employees in the privacy of your own office, the Multigraph soon pays for itself. One proofreading only—not like reading *every* typewritten letter for corrections.

Multigraph equipment is fitted into your business. It may include all the attachments, such as Automatic Feed, Electric Power Drive, Printing Ink Attachment and Signature Device. Or it may be the equipment at the top of this page, the Multigraph Junior. A compact, hand-operated outfit to suit those who have a moderate amount of form typewriting and simple office printing.

Prices of complete equipment range from \$200 to \$715, and over.

Send the Coupon for Information

THE MULTIGRAPH



MULTIGRAPH SENIOR—A complete power driven unit for high quality form typewriting and office printing in any quantity.

I shall be glad to have a Multigraph representative show me Multigraph in its possible application to my business.

Name _____
 Official position _____
 Firm _____
 Street Address _____
 Town _____
 State _____

MULTIGRAPH, 1812 E. 40th Street, Cleveland

More Money for YOU



I can show you how to become prosperous and independent—master of a profession that, with a few months home study in spare time at slight expense, will lift you forever out of the rut of a poorly paid "job" as clerk or unskilled laborer. If you want quick success

Become a DRAFTSMAN

Earn \$2,400 a Year

Expert Draftsmen are in constantly increasing demand at splendid salaries. The "want ad" columns of any city newspaper tell this big story of opportunity! With the marvelous development of modern construction work—thousands upon thousands of buildings going up everywhere—the necessity for Draftsmen becomes more urgent every day. The field is unlimited—the rewards sure and swift!

Let Me Teach You

in your spare time at home how to become a TRAINED DRAFTSMAN, capable of earning big salary or profits in a business of your own. My teaching is personal—plain—practical—containing everything you need to succeed. No experience is necessary. I train you right from the start so that you will be right in line for a big paying position as Chief Draftsman, Designer or Superintendent at big salary.

SPECIAL TUITION OFFER

To a limited number of ambitious students, who are eager to be raised out of the "low pay" class, I offer my personal instruction on such small, easy payments that any one with even the most moderate salary can easily become a Trained Draftsman. I also am giving for a short time only, a special offer of \$25.00 Tuition Credit for prompt enrollment. Mail coupon today.

GIVEN! \$17.50 Draftsman's Outfit

This magnificent set of Imported German Silver Draftsman's Drawing Instruments, valued at \$17.50—the same as I use, will be given in addition to the \$25.00 tuition credit, if you act at once. But you must act promptly. The coupon or a post card brings you full particulars—also a copy of my book on Draftsmanship, one of the best ever published.



Chief Engineer Cooke,
CHICAGO ENGINEERING WORKS,
Dept. 232 455 Cass St., Chicago, Ill.

MAIL COUPON TODAY

Chief Engineer Cooke,
Dept. 232 455 Cass St., Chicago, Ill.
Without obligation or cost to me, send prepaid your free book "The Road to Success" and particulars of your very extra special offer.

Name.....
Address.....

GARAGE \$14 HEATER

Protect Your Car!

and protect yourself. Keep your garage as warm as your home! No more shivering; no more numb hands. Order a "REO" Garage Heater

Burns either natural or artificial gas. Inexpensive—no special piping from radiator, etc. "REO" is guaranteed safe. Exclusive Edwards Burner Construction and Flame Protector insure absolute safety. "REO" is 38 in. high; 12 in. wide. Compact and strong. Comes all ready to put into your garage. Order now. You'll be glad you did.

THE EDWARDS MANUFACTURING CO.,
335-336 Erie Ave., Cincinnati, Ohio

Send In Your Order!
Act NOW! Today! \$14



WOULD YOU

show this standard high grade 42 key fully visible typewriter to your friends and let them see where it excels any other \$100 typewriter, if by doing this and rendering other small assistance, you could easily have one

GIVEN YOU to keep as your own? Then by post card or letter to us simply say, "Mail Particulars."

WOODSTOCK TYPEWRITER CO., Dept. J 186 Chicago, Ill.

PAINT AND SHOW CARDS
I'll teach you personally by mail 16 years successful teaching. Big field for men and women. You can

EARN \$18.00 to \$45.00 A WEEK
Write for particulars today. Brown, Ill. says "With 1 set takes instructions from me."

DETROIT SCHOOL OF LETTERING
ORAN J. STROTH, Founder Dept. 1911, DETROIT, MICH.

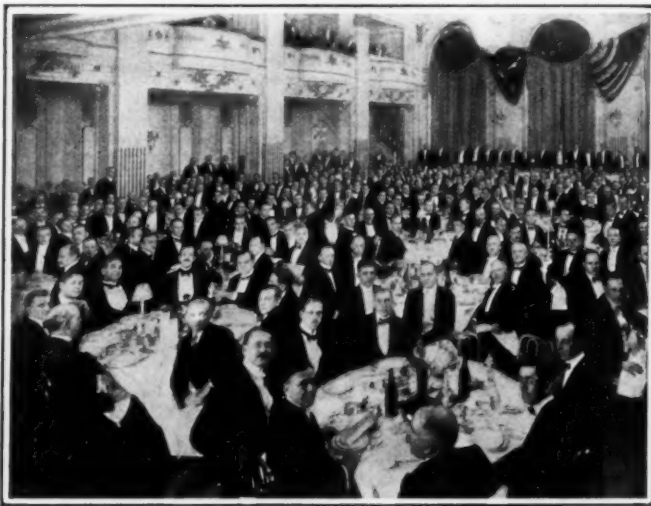
Print Your Own
Cards, circulars, book, paper, Presses, Larger Ets, Rotary 800. Save money. Print for others, big profit. All easy, rules sent. Write factory for catalog of presses, TYPE, cards, samples. The Press Co., Meriden, Conn.

MOTORISTS' COLUMN

MOTOR DEPARTMENT

CONDUCTED BY H. W. SLAUSON, M. E.

Readers desiring information about motor cars, trucks, delivery wagons, motorcycles, motor boats, accessories or State laws, can obtain it by writing to the Motor Department, LESLIE'S WEEKLY, 225 Fifth Avenue, New York City. We answer inquiries free of charge.



THE BANQUET OF THE SOCIETY OF AUTOMOBILE ENGINEERS AT THE HOTEL PLAZA, NEW YORK

More than six hundred automobile engineers attended the most successful dinner which the Society has ever held. Among those at the speakers' table were Hon. Josephus Daniels, Secretary of the Navy; General Leonard Wood of the United States Army; and Howard E. Coffin and Andrew L. Riker, both representatives of the Society of Automobile Engineers on the Naval Advisory Board. Secretary Daniels and General Wood showed, in their addresses, how important a part is played in the defence of this country by the automobile engineer.

WILL THE PRICE OF CARS INCREASE?

CONTRARY to the practice of previous years, the Automobile Show, held in New York City during the first week of this year, was not marked by radical price reductions. Such announcements were not to be expected, however, for a large number of the leading manufacturers, in connection with the announcements of their forthcoming "new-season" cars, had already quoted prices which were from ten to thirty per cent. lower than those of the previous models. Furthermore, it had been prophesied that the great increase in the cost of materials that enter into the construction of a car would react upon any hope for reductions, and would actually cause announcements of increase in prices.

Whether the manufacturers felt that an announcement of increased price would come as an anti-climax during Show time, from promises of price reductions have heretofore been the rule, or whether a large stock of materials purchased under more favorable conditions will enable the car makers to maintain their present "rock bottom" prices, is problematical; but those who are in close touch with the materials' market have no hesitancy in prophesying a decided increase in the list price of cars during the coming year.

To be sure, there were a few announcements of price reductions that, in some instances, supplemented the new price lists brought out during the summer and fall months. One large manufacturer reduced the price of his car, selling at less than \$900, by five per cent., while another lopped some eight per cent. off of his \$750 model which had been on the market but a few months. Another manufacturer brought out a totally new type of car at a reduction of some \$600 below the previous price of his \$3500 car.

These were the exceptions rather than the rule, however, and it behooves the penny-saving purchaser of a 1916 car to make his selection and place his order as soon as possible before the predicted rise in price takes place. It is a generally accepted fact "in the trade" that the manufacturer's profit on cars is now as small as he can safely allow, and still remain in business. Dealers' discounts have been chopped until this class of

erstwhile "money-makers" feels that its profits of previous years are vanishing into air as thin as a well-regulated exhaust. It is also a fact that the prices of the metals and alloys entering into the construction of motors, running gear and bodies have increased at rates ranging from fifty to three hundred per cent. Aluminum, copper and brass are among the materials whose rise in value has been unprecedented, and such constituents of high-grade steel as tungsten, nickel and vanadium now possess a market value of which their discoverers never dreamed.

This increase in price also applies to the accessories and other parts found on a car which are not produced by the automobile manufacturer. The rubber used in tires, the hides and imitation leathers for upholstery, the platinum or other heat-resisting elements used for ignition systems—all add to the cost of making a car.

The manufacturers are unwilling to increase the prices of their cars until such a move becomes absolutely necessary to the success of their business. Those who have been able to make favorable contracts before the increase in prices of materials may be counted upon to give their customers the sole benefit of each such fortunate arrangement. Other manufacturers are employing a force of experimenters in the endeavor to find, not merely the substitutes for the scarce materials formerly used, but alloys, chemicals and other substances which will represent an actual improvement so far as strength, reliability and utility are concerned.

But the reputable manufacturer may be counted upon, in spite of his aversion to an increase in price, not to "skimp" on the quality of the materials which enter into the actual construction of the car itself. One large manufacturer, who had already made a pronounced price reduction, was given the opportunity to save two cents a pound on the seamless tubing which entered into the construction of his radiators. It was demonstrated that the substitute, which in this particular instance represented a gross saving of some \$8,000 or \$10,000, would serve the purpose practically as well as the mate-

(Continued on page 109)

CLASSIFIED ADVERTISING SERVICE

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ILLUSTRATED WEEKLY

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PATENTS SECURED OR FEE RETURNED. Send sketch of model for free search and report. Latest and most complete patent book ever published for free distribution. George P. Kimmel, Attorney, 217 Barrister Building, Washington, D. C.

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PATENT WHAT YOU INVENT. IT MAY BE valuable. Write me. No attorney's fee until patent is allowed. Estab. 1882. "Inventor's Guide" free. Franklin H. Hough, 534 Loan & Trust Bldg., Wash., D. C.

HELP WANTED

WORK FOR UNCLE SAM. HE IS THE BEST employer. Big pay, sure work, easy hours, long vacations, rapid advance. Thousands of jobs open this year. I will help you get one. Write for my big Free Book DY 811 today—Earl Hopkins, Washington, D. C.

GOVERNMENT POSITIONS PAY BIG MON-ey. Get prepared for "exams" by former U. S. Civil Service Secretary-Examiner. Write today for free booklet 99. Arthur R. Patterson, Rochester, N. Y.

THOUSANDS MEN AND WOMEN WANTED. U. S. Government positions. \$75.00 Month. Write immediately for list of positions now obtainable. Franklin Institute, Dept E 132, Rochester, N. Y.

AGENTS

DIRECT TO CONSUMER SALESMEN. WERE you satisfied with your earnings for 1915? There is more money in circulation now than for many years. If you are not getting your share, write us for choice territory. Our consumer and dealer sales plan establishes you in a permanent business, unlike ordinary canvassing propositions. Our Superlat-paintings and Superlat-gravures are the most exquisite art reproductions of the age, and excite the wonder and admiration of all who see them. Send for liberal commission proposition at once. The Cincinnati Fine Arts Company, 22 Beech St., Cincinnati, Ohio.

ASTONISHING MONEY MAKER. NEW ORIGI-nal fascinating plan introducing home supplies factory to consumer. \$25.00 weekly, easy. Write for terms and free goods offer quickly. Rider Mfg. Co., Dept. 203, Coshocton, Ohio.

RELIABLE MAN 18 TO 60 WANTED IN EACH locality to represent big sick and accident insurance company with amazing, startling, sensational, new selling plan. Apply quick to W. G. Critchlow, Department 2711, Covington, Kentucky.

AGENTS—MEN OR WOMEN. A REAL—honest to goodness—sells itself line—over 250 light weight, popular priced necessities. We pay 100% commission. \$6 a day can be made at the start. No capital—no experience required. Enormous demand—sells fast—big repeaters. Valuable territory open—all or spare time. Elegant Agents' Outfit furnished free. Write today—postal will do. American Products Co., 4351 American Bldg., Cincinnati, O.

WE PAY \$60 A MONTH SALARY AND FUR-nish rig and all expenses to introduce our guaranteed-poultry and stock powders. Bigler Company, X-676, Springfield, Illinois.

LIVE AGENTS WANTED FOR GUARANTEED line: saves 80 per cent., big repeater; 150 per cent. profit; exclusive territory; permanent business. Stuart & Co., 30 Main, Newark, N. Y.

MOTION PICTURE PLAYS

WRITE PHOTOPLAYS. SHORT STORIES. Poems: \$100 each. No correspondence course, start writing and selling at once. Details free. Atlas Pub. Co., 357 Atlas Bldg., Cincinnati, O.

WANTED—NEW IDEAS FOR PHOTOPLAYS at \$10 to \$100 each. Your "happy thoughts" worth cash. Get free book showing how. Elbert Moore, Box 772 L-10, Chicago.

COINS, BOOKS, STAMPS

WE WILL PAY \$5.00 TO \$50.00 FOR LARGE cent dated 1799. We pay premiums on all large cents, eagle cents, and all rare coins to 1912. Thousands of coins wanted. Send 4c for large coin circular. Numismatic Bank, Dept. 18, Fort Worth, Tex.

\$2 TO \$600 PAID FOR HUNDREDS OF OLD coins dated before 1895. Send 10c for new illustrated Coin Value Book, size 4x7. It may mean your fortune. Clarke & Co., Coin Dealers, Box 86, Le Roy, N. Y.

Classified Advertiser

Here is what one of our advertisers says of *Leslie's Weekly*. He may be one of your competitors:

"I consider *Leslie's* one of the best advertising mediums on my list. The fact that the majority of requests come from intelligent people proves that *Leslie's* has a high-class circulation."

Guaranteed Circulation 400,000, 95 per cent. net paid.

Edition order now running in excess of 450,000 copies an issue.

Rate \$2.00 a line—minimum four lines.

Forms close 21 days in advance of date of issue.

MOTORISTS' COLUMN

(Continued from page 108)

rial originally used; but this manufacturer would not consider the change, and he accepted the increase in cost which represented by this amount an actual decrease in the looked-for profits of his company.

And when we find the tires will cost the manufacturer a dollar more each, that copper or brass has increased five or ten cents a pound, that this and that alloy will cost two and three dollars more for the amount used in each car, there are three courses open to the manufacturer—he either must be willing to reduce his profit per car, he must “skimp” in its construction—both in quantity and quality of materials—or he must increase the price. The first course is now open to scarcely a single manufacturer, for, after all, he is in business primarily to make money, and even a slight reduction in profits would turn his livelihood into an actual loss; the second course will not be taken by any reputable manufacturer, for he has built up a reputation based on the performance of his car which he cannot afford to diminish; therefore, the price increase would seem to be an actual reality during the coming season for those manufacturers who are unable to purchase materials on the same favorable basis as that previously prevailing and who have reduced their profits to the lowest minimum. In other words, there is no time like the present to place an order for the car which the respective purchaser has already selected for himself in his “mind’s eye.”

QUESTIONS OF GENERAL INTEREST

MILEAGE OF ELECTRICS

T. T. D.: “How far can an electric delivery wagon run on a single charge of the battery? I realize, of course, that much will depend upon the conditions of delivery, the nature of the roads, the grades, the load, and the number of stops, but I would like to know of the best performance of this nature that has been made.”

A test was given a half-ton electric delivery vehicle recently throughout many of the streets of Greater New York. The total elapsed time was 16 hours and 7 minutes, and the actual running time 12 hours 2½ minutes. Thirty-five stops were made, and the average speed was 8 1-10 miles per hour. The total distance covered was 98 miles before the battery was so far exhausted as to be unable to move the car. The test was made during a drizzling rain and the pavements were exceedingly slippery.

CAR HEATERS

C. K. W.: “I have attached an enclosed body to my touring car and would like some means of heating the interior.”

You will find that the heat from the motor will warm the front compartment considerably, especially if you cut a hole in the toeboard and place therein a ventilator which may be opened. Such a system of car heating, of course, is not as effective as a register or radiator piped to the exhaust. There are several heaters of this type on the market. The majority of these are left in place during the summer and are controlled by a valve which admits the heat to the radiator or restricts it to its normal path through the muffler and exhaust pipe.

SURPRISING STATISTICS

L. S. F.: “Can you give me an idea of the relation of accidents due to motor cars to the total motor car production? There is a feeling prevalent in my vicinity that motor car accidents have been increasing out of all proportion to the increase of the use of these vehicles.”

The Census Bureau of the Department of Commerce has found otherwise. Its figures indicate that, whereas motor cars have increased by nearly 800 per cent. during the past six years, accidents, due to their operation, have increased but 315 per cent. In other words, the number of motor cars in use has increased from two to three times faster than the number of accidents due to the motor car. This indicates that the modern motor car is simpler to operate and that, as familiarity with the automobile increases, drivers become more competent and more careful. It also may serve to indicate greater care on the part of the pedestrian, although this is scarcely observable in our larger cities.

TIMKEN
ROLLER BEARINGS

Even Billy Knew

A Scene from a Familiar Drama

DRAMATIS PERSONAE

ROBERT PIERCE, prospective buyer . . .
Any Business Man
HELEN PIERCE, his wife . . .
Any Average Woman
BILLY PIERCE, his son . . . A Typical Boy
CHARLES KELLOGG . . .
A composite of 40,000 dealers

SCENE—Dealer's Show Room. TIME, any day in the year. PIERCE family and dealer discussing features of car, following demonstration trip.

BILLY—(Putting his hand on the front hub) Got Timken Bearings in here? You didn't say so in your ad.

KELLOGG—(Scratching his head.) Thought they were given in our specifications. Well, they're in the car all right. (Turning to Mr. Pierce.) Your boy seems to be wise to the big things in motor cars.

PIERCE—Yes, he's the best posted one in the family—but I'm just as much concerned about bearings as he, and I'd have asked about them if he hadn't.

Mrs. PIERCE—Why are Timken Bearings so important?

BILLY—(Eagerly.) Let me tell her.

KELLOGG—(With a grin.) All right, young man, what's the reason?

BILLY—'Cause they do all the things any other bearings will and they last a lot longer while they're doin' 'em.

KELLOGG—You see, Mrs. Pierce, the bearings in a motor car must do a number of things. Their original function, of course, is to eliminate friction.

BILLY—(Interrupting.) Sure! If the axles and insides of the hubs were grindin' away on each other, they'd be hard to turn, and they'd get hot as the dickens, and wear out awful fast. So they put bearings in there, an' the wheels roll 'round on 'em, easy as anything.

Mrs. PIERCE—That's all clear, but why are Timken Bearings better than others?

KELLOGG—Because they not only eliminate friction, but carry the weight of car and passengers and meet end-thrust as well.

Mrs. PIERCE—What is “end-thrust”?

BILLY—It's what makes you think you're gonna slide off the seat when you go whizzin' 'round a corner. Just think of all that weight tryin' to shove the axle ends right through the wheels sideways!

PIERCE—You've overlooked one thing, Billy—there are different kinds of bearings. Any of them reduce friction, but some can't stand end-thrust at all; Timken Bearings do both.

KELLOGG—(Taking two bearings from his display board.) Let me show you, Mrs. Pierce, what your husband means. You notice in this Timken Bearing it makes

no difference whether the weight presses straight down or from the side. In this other bearing the side pressure would quickly wear the parts out of shape or push them out of place, because the bearing will carry only a straight downward pressure.

BILLY—(Breaking in again.) Besides that, Timken is the only kind of bearing you can make as good as new by pushin' the parts closer together.

KELLOGG—That's a big point, Billy. Timken Bearings not only show less wear after thousands of miles of hard service, but what little wear there is can be entirely corrected by this simple adjustment. Other types of bearings, when worn, must be replaced.

PIERCE—I've heard enough about bearing troubles from some of my friends. I won't take any chances in my car.

KELLOGG—Well, any bearings that stand up on front axles and outlast the car, ought to satisfy you. Timken Bearings have been doing that ever since the first days of motor cars.

BILLY—Yes, and “front-wheel service is the test that makes or breaks.”

KELLOGG—(Laughing.) Your boy certainly reads advertising, Mr. Pierce.

Mrs. PIERCE—Why are the front wheels so important?

KELLOGG—There's no other place in the car where bearings get such severe punishment. Timken Bearings are built to stand that extra hard service. You'll find it all explained in this book, “The Care and Character of Bearings.”

Mrs. PIERCE—I'm glad your car is well built, because it's a perfect beauty. I like the big seats and everything about it. I'm willing to take Mr. Pierce's and Billy's word for the things I can't see.

BILLY—(Anxiously.) Mr. Kellogg! How many Timken Bearings are there in your car?

KELLOGG—(Pulling a little book out of his pocket.) Here's the evidence on this page of “The Companies Timken Keeps.”

BILLY—(Reading aloud.) “Timken Bearings in front and rear wheels, in the transmission, on the pinion shaft and at the differential.”—That's the stuff!

KELLOGG—If you want a copy, write the Timken Company, either at Canton, Ohio, or Detroit, Michigan.

BILLY—I'm satisfied, Dad, pay him now and let's drive her home.

PIERCE—(Producing check book.) Shall I make this to your order, Mr. Kellogg, or to the Company?

(Curtain)

FILM FUN, the magazine of the happy side of the movies

Look out for Pete!
He's a dangerous man—
but not so bad when you
get to know him.

If you would like to
have the big motion picture
performers tell you some of
the “off stage” incidents that
go into the “making of a
movie” they will do it for
you in FILM FUN.



JOKE COMEDY

“Pete's Awful Crime”

You can meet your
favorites informally in the
columns of FILM FUN.

Ten cents a copy—\$1.00
a year or 25 cents for a
three months’ “get ac-
quainted” subscription.

On all the newsstands.

FILM FUN, 225 Fifth Avenue, New York City

In answering advertisements please mention “Leslie's Weekly”

The best place for
rest or recreation,
or recuperation, is

Atlantic City and CHALFONTE

is especially well adapted
to accommodate those
who come to secure them

Write for Illustrated Folder and Rates to

THE LEEDS COMPANY

On the Beach

Always Open

THE gayest season on record has
opened at—Ponce de Leon and
Alcazar at St. Augustine, Ormond
at Ormond, The Breakers and Royal
Poinciana at Palm Beach, The
Royal Palm at Miami, The Colonial
and Royal Victoria at Nassau,
Bahamas, Long Key Fishing Camp
at Long Key—down on the

Florida East Coast

It's the only place to spend this winter

Ask your ticket agent for particulars or write for
the beautiful Blue Bird Booklet, just issued—free.

FLORIDA EAST COAST
Flagler System

243 Fifth Avenue
New York
155 W. Madison St.
Chicago



HELP FROM UNCLE SAM

BY W. E. AUGHINBAUGH
EDITOR OF LESLIE'S EXPORT PROMOTION BUREAU

THE hostilities in Europe have done
much to attract the attention of the
American business man to the great oppor-
tunities existing in foreign markets. After
his curiosity had been aroused and his de-
sire to participate in this inviting trade
stimulated to the point of sending a repre-
sentative into some chosen field, his ardor
was often cooled by hearing disastrous tales
of disappointment coming from some asso-
ciate who had experienced great trouble in
negotiating his business abroad, due, per-
haps, to ignorance of the proper methods.
With the idea of giving confidence to our
business men who contemplated

going into these overseas marts
and for the purpose of assist-
ing them in every manner
during each step of their
foreign trade campaign
the Bureau of Foreign
and Domestic Commerce
was created August 23,
1912, as a portion of
the Department of
Commerce, and placed
in charge of Dr. E. E.
Pratt, a man of wide
practical experience in
foreign trade problems.

This bureau collects
information with reference
to the principal markets
of the world and distributes
it to the manufacturer and
exporter of the United
States, without charge.

In obtaining this knowl-
edge it has three sources
of first hand supply,
namely, (1) American
consuls in foreign coun-
tries; (2) its own commercial attaches
detailed to the leading legations and em-
bassies, and (3) commercial and special
agents of the Department of Commerce.

The American consular body has repre-
sentatives in all the commercial centers of
the world who make regular reports on
trade opportunities and conditions existing
in the territory where they reside. The
commercial attaché, something decidedly
new in trade seeking campaigns, may be
referred to as the business diplomat of the
United States, and his chief duties are to
keep his eyes open and to make regular
reports on the general aspect of trade.
There are ten commercial attaches at
present in the service, stationed in London,
Paris, Berlin, Petrograd, Peking, Melbourne,
Lima, Santiago, Rio de Janeiro and Buenos
Aires. This corps will be enlarged as the
necessity arises.

STUDYING THE MARKETS

The commercial and special agents are
in reality trade experts with a specialized
roving commission to study one or more
allied industries. I met one of these men
in China studying the methods of canning
and preserving fruits, vegetables, fish and
meats. In Maryland, his home, he was a
successful operator of a number of canning
establishments, but took his present posi-
tion to learn what he could of the industry
and the existing markets for American
products of this class. How thorough his
work was may be realized when I state that
he was gone two years and visited practically
every cannery in every commercial country
of the world, and the leading canned goods
markets in business centers as well as those
on the outposts of civilization. His report
deals with every phase of this trade through-
out the world and is an authoritative ency-
clopedia of the subject. Incidentally it
has had much to do with bringing our
canning industries to the fore in foreign
countries.

I have also met abroad these agents
and experts studying the markets for
cotton and piece goods, ready made

clothes, hardware, drugs, surgical and
dental goods, lumber, boots and shoes and
the like.

The reports from these three sources
are all sent to the Bureau of Foreign and
Domestic Commerce at Washington where
they are kept on file for the general infor-
mation of those interested and also dis-
seminated throughout the country by means
of a daily publication known as the "Com-
merce Reports." Since January 1, 1915,
matters of great trade interest and excep-
tional commercial value are cabled from
abroad, printed in this bulletin and are on
the desk of the subscribers within

24 hours. The Associated Press
is also supplied with this
data and spreads it about
the country the day it
is received. This paper
also publishes in each
issue a column giving
specific "Trade Op-
portunities" which ex-
ist abroad, in this
manner further aiding
its subscribers in en-
tering foreign markets.



DR. E. E. PRATT

Chief of the Bureau of Foreign and
Domestic Commerce, which is giv-
ing efficient support to American
exporters.

TELLING THE MANUFACTURER

As a result of all these
harmonious efforts this
bureau of the Department
of Commerce has on file
more than 13,000 names
and addresses of manu-
facturers desirous of ex-
porting their products,
catalogued by the title of
the articles which they

make. On receiving an inquiry, let us say for
mining machinery, every manufacturer listed
as making such a line is immediately ad-
vised by mail of the chance to do business,
details being given.

Information relating to foreign tariffs,
custom house rulings and regulations,
trade-marks and patents is also given if
desired. Practically all the tariffs and
duties of the countries of the world have
been translated and are on file for the
benefit of the American manufacturer. A
portion of the bureau is also devoted to the
compilation and distribution of statistical
information regarding foreign trade.

It was early found that the dissemination
of all this knowledge could be most effec-
tively carried on by personal contact and
for this reason in New York City, Chicago,
Boston, Atlanta, St. Louis, New Orleans,
San Francisco and Seattle, branch offices of
the bureau were opened, each in charge of
an expert familiar with the work of the
bureau and knowing how to best render
any service in his line which may be re-
quested by the individual manufacturer or
exporter. These branches do not merely
distribute the information compiled at
Washington, but they go further—they
vitalize this data and bring it directly and
personally to the business community
wherein they are stationed, thereby stimu-
lating the foreign trade ideas. The work
done by these offices is tremendous in its
volume. For example, the New York office
in one month received and wrote 5,723 let-
ters and discussed foreign trade problems
with 636 callers.

In addition there are sent from this bureau
of the government to leading commercial
centers and to boards of trade and other
commercial bodies throughout the United
States, lecturers who give details regarding
foreign markets and discuss every phase of
importance regarding overseas opportunities.
As a rule these lecturers are recruited from
the returning special agents or from the
foreign commercial attaches who happen to
be back in this country on leave and are
therefore well qualified to elucidate problems
which may arise.



Hartford Policies Buried in a Keg at Midnight

After the conflagration that swept Charleston, S. C., during the Civil
War in 1861, the policy holders in the Hartford Fire Insurance Company
despaired of collecting their claims against an "enemy" corporation.
Proofs of loss could not be forwarded through the battle lines, and the
Company was under no legal obligation to pay.

"Give me your papers," said the Hartford's local agent. "I will take
care of them and you will get your money." The documents, together
with other valuables, were placed in a keg and buried at midnight in the
middle of a large field which was afterwards ploughed over. There they
remained until the end of the war, when they were forwarded to Hartford
and the claims promptly paid. This is the motive back of the

INSURANCE SERVICE OF THE TWO HARTFORDS

For over a century the Hartford Fire In-
surance Company, through war, panic and
disaster, has met every honest obligation
fully and fairly. As a result it writes today
more fire insurance than any other company
in the United States.

The Hartford Accident & Indemnity
Company in the field of casualty and
bonding insurance is noted for the same
prompt, fair treatment of its policy
holders for which the parent company is
famous.

The two companies, between them, write practically every form of insurance but life insurance.

Check on the coupon below any form of insurance in
which you may be interested. Mail it to us and we will
send you full information.



Hartford Fire Insurance Co.
Hartford Accident & Indemnity Co.
Hartford, Conn.



COUPON—CHECK—TEAR OFF—MAIL

Hartford Fire Insurance Company, (Service Department L-1) 125 Trumbull Street, Hartford, Conn.

Gentlemen:

Please send information on the kind of insurance checked to the name and address written on margin of coupon.

- | | | | |
|---|---|---|---|
| <input type="checkbox"/> Fire | <input type="checkbox"/> Motor Cycle | <input type="checkbox"/> Tornado | <input type="checkbox"/> Sprinkler Leakage |
| <input type="checkbox"/> Accident | <input type="checkbox"/> Burglary | <input type="checkbox"/> Mail | <input type="checkbox"/> Marine |
| <input type="checkbox"/> Health | <input type="checkbox"/> Employer's Liability | <input type="checkbox"/> Gold's Policy | <input type="checkbox"/> Brokers and Exhibitors |
| <input type="checkbox"/> Auto Liability | <input type="checkbox"/> Workmen's Compensation | <input type="checkbox"/> Parcel Post | <input type="checkbox"/> Teaming |
| <input type="checkbox"/> Auto Collision | <input type="checkbox"/> Bonding | <input type="checkbox"/> Rent | <input type="checkbox"/> Salesmen's Samples |
| <input type="checkbox"/> Auto Theft | <input type="checkbox"/> Elevator | <input type="checkbox"/> Merchandise in Transit | <input type="checkbox"/> Registered Mail |
| <input type="checkbox"/> Auto Fire | <input type="checkbox"/> Plate Glass | <input type="checkbox"/> Live Stock Transit | <input type="checkbox"/> Use and Occupancy |
| <input type="checkbox"/> Baggage | <input type="checkbox"/> Race Horse | <input type="checkbox"/> Live Stock | <input type="checkbox"/> Explosion |

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Write today, telling us your musical ambitions, course you are interested in, age, how long you have taken lessons if at all, etc., and we will at once send you six lessons, free and prepaid, of any of the following Complete Courses: Lessons in PIANO (students' or teachers' courses) by the great Wm. H. Sherwood, HARMONY by Dr. Frothingham and Kornbecker, PIPE ORGAN by Clarence Eddy, VIOLIN, CORNET, MANDOLIN, GUITAR, BANJO, REED ORGAN, PUBLIC SCHOOL MUSIC, by eminent teachers.

This offer is absolutely Free—we do not ask you to pay one cent for the six lessons, either now or later. We want to prove in this remarkable way what grand lessons they really are—seeing is believing. This offer is limited, so write today. A few Special Introductory Scholarships are now being awarded by our Faculty. Full particulars sent free along with the free lessons. Write today. Send no money. SIEGEL-MYERS CORRESPONDENCE SCHOOL OF MUSIC, CLARENCE EDDY, Dean.

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GREIDER'S FINE CATALOGUE of pure bred poultry; 70 breeds illustrated and described, many in color. Perfect poultry guide—all facts. Low prices on stock and hatching eggs. Incubators and brooders. 25 years in business. You need this book. Send 10c for it—today. B. H. GREIDER, Box 133, Rheims, Pa.

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A certain cosmic harmony prevails,
A symphony that holds the inner ear,
Before whose spell all human music pales
As fades the glory of the dying year.
There is no lyric beauty known to verse
So near the grandeur of the perfect song
As this faint concord of the universe
In mystic rhythm, the grey-stoled trunks among;
And lo! with magic rare, through wood and fen,
We glimpse Nirvana near the haunts of men!

R. R. GREENWOOD.

A NOTED AMERICAN

THE LIFE AND LETTERS OF JOHN HAY, by William Roscoe Thayer, is a notable addition to biographic literature, its subject having been one of the most interesting characters in American public life. As far as possible, Mr. Hay's own letters are employed to tell the story, with only enough matter by the compiler to make the proper connections. While this plan halts the narrative there is compensation in the fact that the letters are delightful reading. Mr. Hay is one of the best examples of the use of opportunities afforded to the man of talent and worth in this country. He had a remarkable career. The son of a country doctor in the West, he became one of Lincoln's secretaries, an author of fame, a journalist of the highest rank, ambassador to Great Britain and Secretary of State. In the latter office, as an exponent of the Golden Rule in foreign policy, and in securing an "open door" in China, he made a reputation second to none in our history as a diplomat and statesman. All this is well brought out in Mr. Thayer's two readable volumes. New York; Houghton, Mifflin & Co. Price, \$5.00 net.

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ATTRACTIONS TO WHICH YOU MAY SAFELY TAKE YOUR WIFE OR SISTER

Astor	Hit-the-Trail Holiday	Another Cohan
Belasco	The Boomerang	Comedy. Notable good company
Booth	David Garrick	E. H. Sothern and Alexandra Carlisle in an appealingly human play
Candler	The House of Glass	Forceful, melodramatic crook play
Casino	The Blue Paradise	Tamara, Viennese operetta
Cohan's	Cuck o' the Walk	Otis Skinner in a clever English satire of the theatre, by Henry Arthur Jones
Comedy	Holston's Choice	Irresistible comedy of English life
Cort	Princess Pat	Comic opera hit
Eldrige	Fair and Warner	A laugh from beginning to end
Empire	The Little Minister	Maud Adams in one of her greatest hits
Fulton	The Cinderella Man	A new comedy
Gaiety	Entwistle Susan	Mrs. Fiske in new American comedy
Garden	The Weavers	With E. M. J. in a strong drama
Harris	The Devil's Garden	A gloomy theme but a good cast in a powerful story
Hippodrome	Hip-Hip Hooray	Biggest variety show in the world
Hudson	Bunny	A charming, lively romance
Irving Place	German stock company	Deutsches Theater
Knickerbocker	Peggy	Billy Burke on the screen
Liberty	Sybil	Three-star cast in the funniest musical play in New York
Longacre	The Great Lover	Leo Ditrichstein in romantic comedy
Lyceum	Our Mrs. McChesney	Ethel Barrymore in breezy comedy
Lyric	Abe and Mawruss	Laughable sequel to Potash & Perlmutter
Maxine	The Pride of Race	Robert Hilliard in a strong drama
Elliot's	Around the Map	Musical comedy hit
New Amsterdam	First-class variety	Grace George in new Shavian drama
Palace	Major Barbara	Scintillating musical comedy
Playhouse	Very Good Eddie	Splendid production capably acted
Princess	Treasure Island	Harvard prize drama
Punch & Judy	Common Clay	Viennese operetta
Shubert	Alone at Last	
Vitagraph	First class	
30th Street	Motion pictures	
44th Street	The Unhatched Woman	Comedy of modern domestic scandals
48th Street	Katinka	New musical play by the composers of "High Jinks"
	The Eternal Magdalene	Julia Arthur in strong morality play, splendidly acted

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The Kodak Anastigmat does not pretend to cover a larger area than that for which it is listed. But for its specific work, covering with minute sharpness the area which it is supposed to cover, none is better. This also means a saving in manufacturing. Which explains why we can sell it at a lower price than the other high-grade anastigmats.

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THE SIZE. The Kodak itself will go in the average coat pocket. The picture is post-card size, 3 1/4 x 5 1/2 inches. We have used no short focus lenses and under size shutters, for the sake of mere "littleness." But there is no waste space. It is economically and compactly efficient.

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The most successful investors in America — the large insurance companies — have invested hundreds of millions of dollars in Farm Mortgages. Why? Simply because they know by experience that carefully selected Farm Mortgages represent the very utmost in safety together with a good income.

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If you have \$100 or \$100,000 to invest, we suggest that you write for a copy of "Farm Mortgages." It is surely well worth your while. Ask for book No. 104.

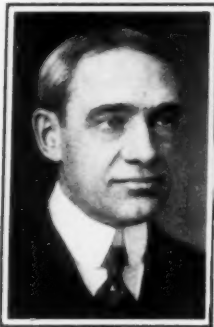
Investment Department

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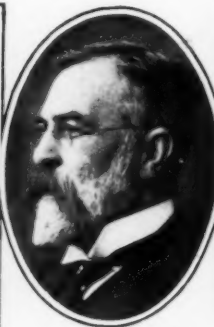
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JASPER'S HINTS TO MONEY-MAKERS



CHARLES A. STONE

Who has been elected president of the American International Corporation, the \$50,000,000 organization, with headquarters in New York, formed by leading capitalists to expand our foreign trade. This is regarded as one of the most important business undertakings of the time.



SIDNEY W. WINSLOW

President of the United Shoe Machinery Company of Boston. He has been interested since early boyhood in the manufacture of shoes and has taken an active part in developing and perfecting shoe-manufacturing machinery and widely extending its use.



SOL WEXLER

President of the Whitney Central National Bank of New Orleans, who on July 1st will enter the banking house of J. S. Backe & Company, New York. Mr. Wexler lately launched the Pan-American Commission Corporation, capital \$2,000,000, to deal in products raised in the Western Hemisphere.

NOTICE.—Subscribers to LESLIE'S WEEKLY at the home office, 225 Fifth Avenue, New York, at the full cash subscription rates, namely, five dollars per annum, are placed on what is known as "Jasper's Preferred List," entitling them to the early delivery of their papers and to answers in this column to inquiries on financial questions having relevancy to Wall Street, and, in emergencies, to answer by mail or telegraph. Preferred subscribers must remit directly to the office of Leslie-Judge Company, in New York, and not through any subscription agency. No additional charge is made for answering questions, and all communications are treated confidentially. A two-cent postage stamp should always be included, as sometimes a personal reply is necessary. All inquiries should be addressed to "Jasper," Financial Editor, LESLIE'S WEEKLY, 225 Fifth Ave., New York. Anonymous communications will not be answered.

THE man who makes money in Wall Street is the one who finds out things for himself. How can he do this in the same way that he calculates the speculative value of anything, from a piece of real estate to a tub of butter? Many a good housewife will attend a "bargain sale" to buy things not absolutely needed at present, but to put away for future use because they seem to be cheap. Many a man buys a piece of real estate not because he wants to move into the house, but because he thinks, from his knowledge of it and its surroundings, that it will some day bring a high price and yield him a good profit.

So in the stock market. The successful men are those who keep their eyes open for opportunities. For instance, when the war opened and the demand for sugar was instantly disclosed by the rise in the price of that commodity, experienced operators of Wall Street began to buy American Beet Sugar Common. It had sold, when it paid dividends, at over 70 and it had dropped when dividends were suspended to less than one-third of this price. Those who bought it from \$30 a share upward realized a handsome profit, for they were able to sell it at twice that figure.

Other wise and thoughtful forecasters picked up the war munition stocks as soon as the war opened and on all of these can realize handsomely. The steel and iron stocks that were in the dumps profited at once by war orders, so did the automobile stocks and the shares of all the concerns which could be profitably turned toward the productive field of war manufactures. Has the rise in all these discounted the prospects for the future? That is the question many are asking.

There are many who believe that if the advance in Bethlehem Steel to ten times its figure before the war is justified, then a still greater advance in the iron and steel shares is possible. We would have had a still further rise in the shares of the Steel Corporation but for the handicap of extensive unloading of foreign shareholders. This has been far greater than most people know. Most of the iron and steel stocks have had a well-sustained rise, with possibly one

exception—Colorado Fuel and Iron—and this a Rockefeller security with ownership of three iron mines in Colorado, Wyoming, and New Mexico; 25 coal mines, including the only anthracite coal fields west of Pennsylvania, coke ovens, railways, limestone quarries, timber and fire-clay lands. Nobody has been tipped off to buy it, which is always a good sign, for the stocks that tipsters are promoting have, when the tips to buy are given, generally reached an altitude which invites unloading by insiders.

Earnings of some of the low-priced railroads are also attracting attention to the possibilities of these stocks. It is not forgotten that the control of O. & W. was secured by the New Haven at a cost of from \$45 to \$50 a share, and that the New Haven would be benefited by a dividend on the O. & W. shares, so that if a 2 per cent. dividend is earned this year it may be expected at the annual meeting early in September.

It is not difficult for anyone to obtain information regarding the earnings of our great corporations, for these are published with great regularity in the financial columns of the leading daily papers in our great cities, and are also referred to in weekly financial letters which leading stock brokers send out to their customers and which they are willing to supply without charge to those who write for them. I publish a list of these at the close of my department every week.

We often hear that money cannot be made in Wall Street. This is true if it refers to those who simply take a gambler's chance, but money has been made, is made, and will continue to be made by those who deal in stocks and bonds just as a business man deals in other commodities, that is, with knowledge of the values behind them; and values must be predicated largely upon earnings and earning power. This sounds like a very elemental lesson in finance, but inquiries from many readers prove to me that they seek fundamentals.

There was a good deal of talk by tipsters a few weeks ago of a "January rise." No doubt a lot of shares were bought on this tip. In other days, the stock market, and especially the bond market, showed strength after New Year's largely because of the desire to reinvest, at that time, the enormous dividend disbursements made regularly at the close of the year. But other considerations are now the principal element in stock market movements.

These involve economic, political, legislative and international conditions, regarding all of which more or less confusion exists. Undoubtedly there is an undertone

(Continued on page 113)

Your Investments

Whenever you have money to place at interest it will be to your advantage to acquaint yourself with the merits of the secured 6% Certificates which we offer for sale in denominations of \$100 and upwards.

These Certificates are based on high grade real estate and the payment of both principal and interest is guaranteed.

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6% Your interest is our interest. Our 31 years without loss to a single investor is proof positive that our selection of Farm Mortgages is an ideal and safe investment for your money. Prepare for your next investment by writing us today.

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Savings Strategy

Tactics are as necessary to successful saving and investing as in any other sphere of accomplishment.

The Partial Payment Plan of buying standard dividend paying stocks not only makes you save but can be made to pay you more while saving than after you have saved.

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Sold by Us Without the Loss of a Dollar to Customers Government, State, City, and County Treasurers accept this claim of Bonds to protect Public Funds. Put Your Savings in the safest of investments. Yield 4 to 6%. Free from income tax. Write for Booklet E, "Bonds of Our Country"—FREE.

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Safe 6% Bonds for Your January Funds

If you have funds for January investment, you should write for our January list of sound First Mortgage Real Estate Bonds, in denominations of \$1,000, \$500, \$100, netting 6%.

No investor has ever lost a dollar of principal or interest on any security purchased of us since this House was founded, 34 years ago.

Send today for Booklet No. A-602.

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MORTGAGE BOND BANKERS
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CHICAGO MINNEAPOLIS NEW YORK

The Basic Facts and Tendencies in U. S. Trade and Finance

These are compiled and published by us weekly, together with our comment thereon. They constitute the chief fundamental factors, influencing activity in securities, commodities and business and are of distinct value to bankers, business men, investors and speculators.

We shall be pleased to mail copies upon request to those interested.

H. F. Bachman & Co.

BANKERS

Members N. Y. Stock Exchange
14 Wall St., New York
Established 1866

Sound Investing

(By Paul Clay)

The first book ever issued for the investor solely. His interests alone are considered. Written in plain terms, all technicalities cut out. In addition to years of practical experience as a salesman and a writer, Mr. Clay has been for three years one of the chief advisory editors of Moody's Investor Service. He has answered thousands of questions and "Sound Investing" grew out of this work.

Every form of investment security is clearly explained. Diversified lists of investments which are best adapted to the investor of each particular class are given the reasons for the selection explained.

It answers the two most perplexing questions—when to buy and when to sell—in a manner so scientific and simple as to astonish the financial world. Chapter 42 is alone worth the price of the book.

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JASPER'S HINTS TO MONEY-MAKERS

(Continued from page 112)

of strength mainly because the country is feeling, in several directions, a thrill of new prosperity, and also because of our profitable export business in agricultural products and in war munitions and other supplies. There is no reason why this tendency to better things should be relaxed.

If an assurance were given at Washington, and if the Interstate Commerce Commission acted on this assurance, that the railroads would be given fair play, nothing could prevent a still further advance in the stock market under the leadership of the railroad stocks. The industrials are now leading and must continue to lead for the present.

Profits have been taken by those who are long of stocks and who are now entirely willing to go back into the market on any decline. My readers would do well to follow the example of these experienced traders.

A., Waterloo, Iowa: In the improbable event of war between the United States and Great Britain, the Anglo-French bonds would undoubtedly slump. But the contingency is remote.

C., New York: Victoria Oil Stock was pushed higher than the company's prospects seemed to warrant. The stock is speculative and until dividends are assured an advance will not be justified.

N. W., Washington: Stock exchange houses will execute orders for stocks sold on the curb. Any broker of standing will do the same. It is unnecessary to deal with those of questionable reliability.

S., Denver: The Mountain States Telephone Company owns or controls the telephone systems of 7 states, having acquired the properties of several Bell companies. It has paid 7 percent on its stock since incorporation in 1911.

B., Lexington, Ky.: 1. Southern Railway earnings show an improvement. It is a long pull speculation. 2. Although Alaska Juneau has a large ore body it has not paid a dividend on its \$15,000,000 capital. The stock is selling at about par (\$10).

B., Brooklyn, N. Y.: Union Copper is reported in the Copper Handbook as probably dead. Mother Lode is highly speculative and Car Light & Power has not reached the dividend-paying stage. If the price of copper holds, Canada Copper should make a better showing.

S., Philadelphia, Pa.: Cambria Steel is well regarded. It is a dividend payer and reports of its connection with a big merger have drawn attention to its stock. Lake Superior pays no dividends and its small surplus for 1913-14 was due to non-payment of interest on income bonds.

K., Richmond, Va.: U. S. Rubber common is not paying dividends and its price looks fairly high. A 10 per cent. margin on a \$55 stock is altogether too narrow and conservative brokers would insist on more. It would be better to buy industrial or railroad stocks paying dividends.

M., Washington, D. C.: Crucible and Allis Chalmers were both advanced to high figures on exaggerated reports of profits from war orders. The profits have not proved large and the stocks have logically declined. Nothing can cause them to rise except increased and profitable business.

A. E. B., Wis.: Ohio Oil is one of the most prosperous of the Standard Oil group. Its capitalization is \$3,500,000. It paid in 1915 50 per cent. on par (\$100). It is quoted at about \$540, at which price the dividend nets nearly 10 per cent. You can buy it on the partial payment plan of a number of brokers who offer their free booklets in another column.

F., Auburn, N. Y.: Couden Oil is a dividend-payer, but has had a very large advance over its par of \$5. It is claimed that the company has good prospects. Tonopah Extension and Jumbo Extension are not investments and not attractive as mining speculations. Southern Railway's earnings are increasing and the stock is a fair long-pull speculation.

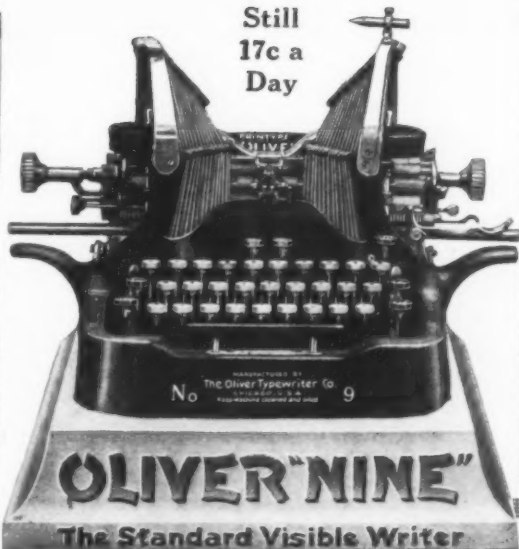
H., Swanton, Vt.: If present expectations of the road's earning capacity are realized the new Wabash common should eventually sell higher. The reorganization freed the Wabash of an excess of securities and it is now operated under better conditions. Dividends on the common, however, should not be looked for soon. The pref. A stock is more attractive than the common, as there is a chance of a dividend on it this year.

C., New Castle, Del.: Howe Sound Copper is a holding company for Britannia Mining & Smelting Co., said to be one of the largest copper enterprises in Canada. Outstanding stock is \$1,984,150. The company is credited with large ore reserves and controls extensive properties in Mexico. The high price of copper stimulated speculation in the stock, from par of \$1 to about \$7. This would seem too high for a non-dividend payer.

P., Chambersburg, Pa.: 1. Southern Railway's stocks are fair speculations on the improvement in the road's earnings. It is wise to take a good profit. 2. Allis-Chalmers is a war order stock. Its inflated price broke when it was discovered that the company's earnings were exaggerated. The stock is still speculative. 3. Missouri Pacific is subject to a heavy assessment in the reorganization scheme. No one should buy the stock who cannot meet the assessment, for which some form

(Continued on page 114)

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JASPER'S HINTS TO MONEY-MAKERS

(Continued from page 113)

of security will be given that may in time become valuable.

N. Cornell, Wis. Rumely-Advance (the reorganized company) has yet to prove its profit-making capacity. Mercantile Marine pfd has had a big rise, apparently discounting its future. Mercantile common might better be left alone until the readjustment plan has been decided. Good railroad stocks are more desirable. Union Pacific common and pfd., Southern Pacific, Baltimore & Ohio, common and pfd., Pennsylvania and Atchafalpa, common and pfd., offer good chances. C. C. & St. Louis, Ontario & Western, Southern Railway, Seaboard Air Line and the Wabash stocks are long-pull speculations. If the market has a set-back, as many think it is entitled to after its advance, you will have an opportunity to buy these stocks lower with fair prospect of a profit.

New York, January 20, 1916. JASPER.

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Readers who are interested in investments, and who desire to secure booklets, circulars of information, daily and weekly market letters and information in reference to particular investments in stock, bonds or mortgages, will find many helpful suggestions in the announcements by our advertisers, offering to send, without charge, information compiled with care and often at much expense. A digest of some special circulars of timely interest, offered without charge or obligation to readers of Leslie's, follows:

Motion Picture stocks, including a 7 per cent. preferred issue are described in free "Prospectus No. 108-B." Write for a copy to the Motion Picture Securities Co., 27 William Street, New York.

A list of 7 per cent. first mortgages on Oklahoma properties in denominations of from \$300 to \$10,000 with a free booklet of information can be had by writing to the Aurelius-Swanson Co., 28 State National Bank Bldg., Oklahoma City, Okla.

A convenient method of making savings bank deposits by mail at 4 per cent. interest is explained in free "Booklet L." Write for a copy to the Citizens Savings & Trust Co., Cleveland, Ohio, one of the largest financial institutions in the State with assets of over \$50,000,000.

A list of bonds netting from 4 to 6 per cent., such as the U. S. Government accepts as security for postal savings deposits and free from Income Tax, can be had by writing for "Booklet E," entitled "Bonds of Our Country," to the New First National Bank, Dept. 5, Columbus, Ohio.

Thrifty men and women can learn how to invest small amounts in the same securities that the largest investors buy by writing to the New York Stock Exchange house of Sheldon, Morgan & Co., 42 Broadway, New York, for the new free "Booklet A-2" entitled "Partial Payment Plan."

6 per cent. bonds for which a market can always be found in case the purchasers need their money, and in small denominations as well as large, are specially recommended by Beyer & Co., dealers in investment bonds, 120 Broadway, New York. Write to them for their free "Bond List No. 72."

Those who seek to buy good investment bonds likely to advance this year and give the purchaser not only their interest of 5 or 6 per cent. regularly, but also a substantial speculative profit, should write to A. B. Leach & Co., investment securities,

149 Broadway, New York, or 105 S. La Salle St., Chicago, for their "Bond List No. 74."

Investors with \$100 to spare desiring to secure 6 1/2 per cent. on their money are invited to write for "Circular L. 11" to the Stock Exchange firm of Keene, Zayas & Potts, 15 Broad Street, New York, regarding a bond which is very popular in France and which is now beginning to receive the attention of American investors.

It is the boast of S. W. Straus & Co., mortgage and bond bankers, Straus Bldg., Chicago, and 1 Wall Street, New York, that no investor has ever lost a dollar of principal or interest on any security purchased of that house since it was founded thirty-four years ago. It specially recommends first mortgages 6 per cent. real estate bonds in denominations of \$100, \$500, and \$1,000. Write to the above firm for its free "Booklet No. A. 602."

Careful investors who are watching the tendency of the security market and who seek the safest investments, will be interested in an instructive booklet entitled "Trend of the Bond Market," just published for their customers by the old-established house of N. W. Halsey & Co., 40 Wall St., New York. Write to the above company for a copy of their free "Pamphlet L. 36." Those who seek to increase their income will be specially interested in this booklet.

To secure a permanent income and provide for all the contingencies of later years of life by making small investments in 100 bonds and one or more shares of the best dividend-paying securities that have prospects of an advance, should be the aim of every one. An attractive partial payment plan of security buying has been issued in booklet form for distribution among investors by the New York Stock Exchange house of Degener & Burke, 20 Broad Street, New York. Write them for their "Booklet B."

Standard Oil Stocks, because of their high standing and generous earnings and dividends, are being sought by careful investors. Many have profited by the heavy advance these stocks have had during the past year. These can be bought from one share upward, by the smallest investors on the Twenty-Payment Plan. Prices, dividends and other information of value are to be found in an interesting booklet, entitled "The Oil Special," published by Slatery & Co., investment securities, 40 Exchange Pl., New York. Write to the above firm for their free "Booklet 9-D."

It is said that there are a million more owners of dividend-paying stocks and interest-paying bonds this year than a year ago because so many small investors are seeking to increase their income by the purchase of securities paying from 5 to 7 per cent. A plan by which small investors can buy the choicest securities and get the benefit of any advance in the market is outlined in "Booklet 4," entitled "The Partial Payment Plan," a copy of which can be had without charge by writing to the New York Stock Exchange firm of John Muir & Co., specialists in odd lots, 61 Broadway, New York.

The new year opens with an unparalleled demand on the part of conservative investors for farm mortgages of the highest type. This has led some of the wealthiest financiers to interest themselves in the farm mortgage market. A number of these are connected with the American Trust Co., in St. Louis, with \$1,000,000 capital. It has invested for its clients nearly \$30,000,000 in 6 per cent. farm mortgages. It has its own legal department to examine titles, with special examiners and local correspondents in various sections so that its smallest loans are made under the same strict requirements of those of the large insurance companies and estates. Its business has been growing for the past fifteen years to its present large dimensions. Its latest book entitled "Farm Mortgages" will be found of interest to those who are seeking 6 per cent. farm loans large and small. Write to the Investment Department, American Trust Co., St. Louis, Mo., for its free "Booklet No. 103."



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